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Oil, Paint and Drug Reporter

The Chemical Market Authority Since 1871

Volume 153 No. 21

May 24, 1948

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Oil, Paint and Drug Reporter

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Soda Ash Export Quota Lower for Second Quarter

An export quota of 50,000 short tons has been established for shipments of manufactured soda ash during the second quarter, it was announced by the Department of Commerce. Originally, the quota was fixed at 60,000 tons for both manufactured and natural soda ash.

The department said that although exports of natural soda ash continue to require validated export licenses, applications for reasonable quantities of natural ash will now be approved without restriction. In view of the liberalized licensing procedure, the country allocations for all soda ash, both manufactured and natural, have been revised as follows, in thousands of pounds:

Mexico, 9,000; Guatemala, 350; El Salvador, 150; Honduras, 100; Nicaragua, 300; Costa Rica, 100; Panama, 150; Cuba, 3,000; Haiti, 100; Dominican Republic, 200; British West Indies, fifty; Curacao (NWI), fifty; Colombia, 2,300; Venezuela, 1,100; British Guiana, fifty; Surinam, fifty; Ecuador, 300; Peru, 3,000; Bolivia, 200; Chile, 1,400; Brazil, 17,000; Paraguay, 150; Uruguay, 3,000; Argentina, 14,600; Denmark, 3,000; Eire, 750; Netherlands, 3,000; Portugal, 100; Sweden, 250; Greece, 100; Turkey, 2,000; Iran, 100; India, 9,000; Pakistan, 600; Thailand, 200; British Malaya, 1,250; Netherlands Indies, 500; Philippines, 1,200; China, 2,000; Hong Kong, 800; Australia, 9,700; New Zealand, 100; Union of South Africa, 400; special projects, 7,750, and undistributed reserve, 500.

Lead Importation Duty Free Bill Sent to Senate

The Knutson bill (H. R. 6489) providing for the temporary free importation of lead was passed by the house Tuesday without amendment. It now goes to the senate for concurrent action.

Because of the shortage in the United States of lead bullion, base bullion, lead in pigs and bars, lead dross, reclaimed lead, scrap lead, antimonial lead, and antimonial scrap lead, the ways and means committee which reported the bill said that it is essential that every obstacle to the importation of greater quantities be removed.

Under terms of the bill lead in its various forms would be allowed entry into the United States free of duty until June 30, 1949.

Mineral Leasing Act Revision Passes House

The house passed H. R. 6302 Tuesday amending the Mineral Leasing Act to provide that options taken prior to June 1, 1946, may be exercised on or before August 1950. Under present law these options had to be exercised within two years.

It was explained that the extension of time is needed because many persons and oil companies operating under the act as it was amended in 1946 have been unable to commence work on the land because of various shortages, such as labor, steel, and other materials, and because they have not been able to finish their geophysical work due to bad weather and other conditions beyond their control.

AEC Plans Construction Of New Research Building

The United States Atomic Energy Commission is planning the construction of a new research building at its Ames Laboratory at Iowa State College, in addition to a new metallurgy building which is now under construction. The research building will be a four story structure with a two story wing, and is expected to cost about $1,500,000, with an additional $350,000 planned for equipment.

Tankcar Deliveries Improve

Delivery of railway tankcars totaled 2,084 during the first four months of this year, according to the American Railway Car Institute. This total is nearly two-and-a-half times the production rate of a year ago, when 852 cars were delivered during the corresponding period.

Fats and Oils Export Conference Tomorrow

Representatives of the fats and oils export trade have been invited to participate in a panel discussion of export licensing problems to be held in Washington tomorrow and Wednesday, the Office of International Trade announced last Friday. One of the most pressing problems to be discussed is the almost uniform oversubscription of export quotas for these commodities.

In attendance will be a task committee selected from OIT'S established Fats and Oils Export Advisory Panel. The meeting was called to enable OIT to take advantage of industry counsel before third quarter export quotas are distributed among license applicants.

Streptomycin Exportation Rules Revised by OIT

Effective May 15, the Office of International Trade announced that exportations of streptomycin under general license GLV may be made only under the following conditions:—

"Not more than $100 worth of streptomycin may be exported by or on behalf of any one exporter during the same calendar week. This $100 per calendar week limitation is applicable to all shipments made by or on behalf of any one exporter to all consignees and does not authorize exportation of streptomycin valued at $100 to each consignee per calendar week."

Any person making exportations of streptomycin must enter on the shipper's export declaration (Form 7525-V) a certification, in addition to certification otherwise required, in the following form:—

"The undersigned certifies to the Department of Commerce that the total value of all export shipments of streptomycin (including this shipment) made under general license GLV by the undersigned exporter to all consignees does not exceed $100 during the current calendar week. (signed)."

Oil-from-Coal Funds Sought

Representative E. H. Hedrick of West Virginia has introduced a bill (H. R. 6593) providing for establishment within his district of an experiment station for research on the production, refining, transportation, and use of petroleum and natural gas from coal.

OIT Export Policy Lessens Importance of Price Criteria

The Office of International Trade announced a revision of its export licensing policy Wednesday to lessen the importance of price in the considerations given to the granting of an export license. Beginning June 1, the price criteria will be applied as one of the various criteria only when the export price for the specific commodity is obviously excessive.

The new policy applies to all license applications submitted for the third quarter and subsequent quarters. Applications now on hand and applications received prior to June 1, which can be acted upon during the second quarter will be subject to the earlier procedure under which price was a dominant factor of consideration.

The revised policy is applicable to those positive list commodities included within the following processing codes:—ACID, CERL, COAL, CONT, DAPF, DRUG (except streptomycin), DYES, FATS, FERT, MEAT, NATS, PLAT, SALT (except diffusion pump oils), SEED, STEE, TEXT, TNPL, TRAN, VEGT and to the following positive list commodities which do not have processing codes:—petroleum coke, mineral wax (ceresin, orange and white; and hardening), lead and manufactures, tin and manufactures, babbit metal, antimony ores and concentrates, bismuth matte, beryllium metal, bismuth metals and alloys, cadmium metals, cadmium alloys, and radium metal.

Bulletin 457, in which the announcement of the revised policy was made, states that the OIT reserves the right to consult whenever possible with commodity advisory panels or advisory committees in determining what constitutes obviously excessive prices.

The bulletin also states that in applying for licenses under the new policy the applicant must state the export contract price and the point of delivery must be clearly indicated. If point of delivery is other than the intended port of exit, the intended port of exit must also be shown. The exportation may not be made or invoiced at a price in excess of that stated on the validated license.

Where the normal trade practice in a given commodity makes it impracticable to establish a firm contract price, the bulletin adds, the precise terms upon which the price is to be ascertained and from which the contract price may be objectively determined must be stated on the application. A mere statement by the exporter of "market price, at time of delivery" or other such general statement of price will not be acceptable.

The bulletin also announced these other changes in procedure:—

Evidence of accepted order—exporters are required to submit with each license application clear evidence of an accepted order covering the transaction between the applicant and the foreign buyer. Such transactions may, nevertheless, be conditioned upon satisfactory payment arrangements or upon the issuance of an export license, import permit, exchange permit or such other government document as may be required. This evidence may take the form of an original or photostat copy of either the contract signed by both the exporter and importer, or of letters, telegrams, cables or other documents result-

—Continued on page 30

Fats, Oils Emergency Allocations Announced

The Department of Agriculture has approved the following emergency export allocations, cancellations and advances:—

Reunion was allocated 100,000 pounds of soybean oil to meet emergency needs resulting from storm destruction of food stocks.

Norway was allocated 220,000 pounds of inedible tallow. Switzerland was allocated 2,200,000 pounds and Belgium was allocated 2,200,000 pounds for commercial procurement. The allocations to Switzerland and Belgium represent advances against their tentative July-September allocations.

The Department of the Army has been allocated 6,600,000 pounds of low-grade coconut oil residue for export to Bizonal Germany. The department was also allocated 1,000,000 pounds of shelled peanuts (430,000 pounds oil equivalent) for shipment to Germany.

Previous allocations for commercial procurement of 90,000 pounds of soybean oil, 9,000 pounds of peanut oil and 50,000 pounds of cottonseed oil to New Zealand, and 15,000 pounds each of soybean and cottonseed oil to New Caledonia were cancelled at the request of the respective governments.

Previous allocations of 3,300,000 pounds of soybean oil to the Netherlands were cancelled and an allocation of an equal quantity of inedible tallow substituted.

Drug Act Re-Labeling Clause Revision Asked

Congress was asked to amend section 801 of the Food, Drug and Cosmetics Act by the Federal Security Agency last week to require that importers pay the costs incurred by the government in supervising the re-labeling or other operations performed on their imported products to bring them into compliance with the law.

It was also requested that the law be amended to give specific statutory recognition to the long standing administrative practice that permits the conditional release of articles from customs custody for the re-labeling or other necessary treatment to make them conform to the law.

Toiletries Excise Tax Rules Revision Approved

H. R. 3825 exempting operators of barber shops, beauty parlors and similar establishments from the retailers' excise tax on toilet preparations used in their business was passed by the house Tuesday and sent to the senate for concurrent approval. It also repeals the provision of existing law which taxes toilet preparations sold to such operator for resale but used in the operation of his establishment.

Zinc Measure in House

Representative Walt Horan of Washington has introduced a bill (H. R. 6535) in the house to amend the Tariff Act of 1930 to add zinc to the list of products that may be returned to the United States free of duty if it has not been advanced in value or improved in condition by any process of manufacture. The bill has been referred to the house ways and means committee for consideration.

Price Rises Reverse Trend

Prices on vegetable oils broke sharply last Friday, following a week of advancing prices for these commodities. Despite the break, the market was stronger than in the previous week and this, coupled with a trifling rise in the index for drugs and fine chemicals, enabled the general index for chemicals and allied products to rise 0.2 point.

The vegetable oils price drop on Friday was centered on corn, cottonseed, peanut, soybean, and coconut oils. Covering of short positions in refined cottonseed oil futures was the spark that ignited price rises in the oils during the week, but demand was withdrawn Friday, causing the break.

Heavy chemicals displayed price stability except for advances in partially anhydrous iron sulphate and manganese sulphate, materials that reflected higher costs of production. Chlorine and caustic soda were tighter than tight and struck plants producing those materials emphasized existing scarcities that plants still in production can do little to ease. Better stocks of caustic potash and potassium carbonate reflected smaller demands from textile mills. Copper sulphate sales rose sharply. The need for white sal ammoniac was well met. Zinc sulphate and peach growers showed affinity one for the other. July production of sodium chlorate was totally under contract commitments.

Sizing materials met better request. Potato starch stocks in Maine mills decreased. Improved business was noted in corn starch and dextrin. Inactivity marked operations in tanning materials. Protective coatings were quiet and lower quotations were noted on casein and bleached shellac. Pigments, fillers and extenders, synthetic resins and natural gums showed price stability.

Movement of drugs and fine chemicals was routine and high pressure demand was relieved by the lessening of buyers' necessities. Solvents showed no surplus of stocks to meet a reasonably brisk request. The botanical market found a feature in the appearance of new crop goods in primary market offerings. Lower prices on some of these brought spot price concessions on lobelia herb and select sassafras bark. Buying of essential oils was usually hand-to-mouth because buyers held aloof in expectation of further declines in already depressed prices.

OPD Price Index

The OIL, PAINT, AND DRUG REPORTER'S relative record of prices for chemicals and related materials is currently as follows:—

May 21, 1948	May 14, 1948	May 22, 1947
146.8	**146.6**	**145.1**

The base of the OPD Price Index is the average of prices in 1926 and 1936, those years representing extremes of price undulations in the interwar period.

OPD Index Monthly Averages

	1948	1947	1946	1945	1941
January	150.4	150.9	135.3	133.0	107.8
February	147.2	151.9	135.4	133.2	110.3
March	146.2	154.9	135.2	132.7	111.9
April	146.2	152.3	134.9	132.2	115.5
The year	*147.6	147.6	138.8	133.8	123.2

* Four months.

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L.M. Williams Gets Leave From Freeport; Joins AEC

Langbourne M. Williams, jr., president of the Freeport Sulphur Company, has been granted a leave-of-absence by the firm so that he may accept the post of director of the industry division of the Economic Cooperation Administration, with headquarters in Paris.

Paint Regulations Clarified by USDA

The Department of Agriculture has advised the National Paint, Varnish and Lacquer Association that under certain conditions it will be necessary for producers to register their paints with the department under the Federal Insecticide, Fungicide and Rodenticide act. On the basis of the Department's ruling, it was indicated that the question of whether a paint must be registered depends upon its intended use or claims made for it.

The ruling of the department made reference to the following products of the industry:—

1. Shipbottom paint. If claims for preventing the growth of seaweed appear on the labels for such products, they may become herbicides within the meaning of the act.

2. Shingle stain. If it is intended for use as a fungicide to prevent decay of shingles, it would be an economic poison and would be required to be registered. The same ruling applies to "Creosote Shingle Stain."

3. Mildew-resistant paint. If the product is intended to be applied to destroy mildew which may already be attacking and causing decay, it would be an economic poison and would be required to be registered.

4. Wood preservatives are economic poisons within the meaning of the law and if shipped in interstate commerce are required to be registered.

Plastic Materials Output Seen Held at High Levels

Continuing high levels of production of thermosetting molding materials was reported possible by Frank H. Carman, general manager of the Plastic Materials Manufacturers Association, speaking before the compression molders group meeting of the Society of the Plastics Industry on May 21.

He reported that expansion plans of the material manufacturers were now substantially completed to the point that production levels at a rate of 12 percent above the 1947 total are now being maintained; production of thermosetting molding materials in 1947 was estimated at 236,000,000 pounds.

Mr. Carman emphasized that this production, now at a new high for the industry, was practically meeting all requirements and in all probability these levels can be increased somewhat in 1948. Based on the present requirements, he said, there is no prospect of shortages and there is no prospect of shortages and there is every indication that the industry is now entering into a buyer's market for molding material.

Production capacity for thermosetting molding materials is now believed to be ample and somewhat in excess of basic chemicals now available, he said. If raw materials were available, he estimated that 1947 production could be exceeded by 50 percent.

Tung Oil Holdings Offered by USDA

The Department of Agriculture announced last Friday that it will sell its holdings of tung oil located at Harbor Tank Storage Company, Guttenberg, N. J., to the highest bidder. Bidders may submit their offers to the domestic procurement section, fats and oils branch, Production and Marketing Administration, Department of Agriculture, Washington 25, D. C.

Offers to purchase should be made in parcels of 60,000 pounds each. Offers may be submitted on a per pound in storage basis for prompt delivery, or for future delivery extending through October 31, 1948. Further information may be obtained from Charles G. Graves, of the Washington office, telephone, Republic 4142, extension 4476.

CCC Wants Dry Milk Solids

The Commodity Credit Corporation is interested in an additional purchase of approximately 14,000,000 pounds of extra grade, roller process, non-fat dry milk solids packed in export barrels or drums for delivery as soon as possible. Offers will be received by the dairy branch of the Department of Agriculture not later than Tuesday of each week until the program is completed.

Obituaries

Dr. Joseph J. Mattiello

Dr. Joseph J. Mattiello, vice-president and technical director of the Hilo Varnish Company, Brooklyn, N. Y., died May 16 at his home in Brooklyn. He was forty-eight years old. Mr. Mattiello, a hero of the first war, was buried in St. John's cemetery with full military honors.

A graduate of Brooklyn Polytechnic Institute, Dr. Mattiello started with Hilo in

Dr. J. J. Mattiello

1926 as a chemist. He was placed in charge of the varnish laboratory in 1929 and was named chief chemist in 1932. In 1936, the year he received his Ph.D. from Columbia University, Dr. Mattiello was named technical director of the company, and became its industrial sales manager a year later. He became vice-president in 1943.

Dr. Mattiello was editor of a five volume work "Protective and Decorative Coating," and at his death was preparing a sixth volume. With the funds accumulating from the sale of the first volume, a research fellowship in paint technology, known as the Joseph J. Mattiello Fellowship, was established in the department of Chemistry at Brooklyn Polytechnic.

In 1946, he was presented with the

—Continued on page 71

MCA Meeting Set For Skytop June 3

A panel discussion on the current economic situation will be one of the features at the seventy-sixth annual meeting of the Manufacturing Chemists' Association, to be held at Skytop Lodge, Skytop, Pa., on June 3.

Participating in the discussion will be Dr. Ralph Robey, of the National Association of Manufacturers; Henry Hazlitt, "Newsweek"; Wheeler McMillan, "Farm Journal," and Claude Robinson, Opinion Research Corporation.

Charles S. Munson will discuss "Venture Capital and the Chemical Industry" at the business session, and the dinner speaker will be Dr. Robert C. Clothier, president of Rutgers University.

Penick & Co. Reduces Rutin Prices 19 Percent

Prices on rutin have been reduced by S. B. Penick & Co., producer and manufacturer of botanical products and fine chemicals, New York. The new schedule of quotations became: twenty-five kilo lots, 23 cents per gram in drums; ten kilo lots, 24 cents per gram; five kilo lots, 24½ cents; 1 kilo lots, 25 cents; 500 grams in bottles, 29 cents. The company stocks adequate quantities in Chicago and New York, the same being available for immediate delivery. The lower prices thus established applied on all shipments from May 15 on.

Mines Bureau Synthetic Fuel Labs Dedicated

Dedication of the Bureau of Mines $3,500,000 synthetic liquid fuels laboratories and pilot plant at Bruceton, Pa., thirteen miles south of Pittsburgh, was held last Friday. An open house for the public to inspect the facilities for research in the conversion of coal to oil was held. An informal dinner, with addresses by several prominent speakers, was scheduled for Friday night in Pittsburgh.

Oleomargarin Taxes Repeal Bill Debated

Amid charges that certain groups were trying to effect a corner in the cottonseed oil market, the senate finance committee last week concluded two days of hearings on the house-approved Rivers bill (H. R. 2245) for repeal of all taxes and license fees on the manufacture and sale of oleomargarin.

Senator Eugene D. Millikin of Colorado, chairman of the committee, said that it would meet promptly on the bill for the purpose of reporting it to the senate floor for passage. He indicated that an amendment be made to prevent deception or fraud in the sale of oleomargarin as butter.

Charges of a corner in the cottonseed oil market was made by Dyke Cullum, of Washington, D. C., president of the National Commodity Corporation at a hearing which was being held simultaneously by the house agricultural committee on speculation on the commodity exchanges. He did not name the groups seeking to corner the market but predicted that it would force the price of oleomargarin up at least 19c. a pound.

In its two days of hearings on the Rivers bill, the senate finance committee heard twenty-five witnesses argue in favor of repeal, including Undersecretary of the Treasury A. Lee M. Wiggins, and sixteen opponents. The opponents argued that oleomargarin would be substituted for butter if the taxes are repealed.

It was indicated in the testimony of the opponents that they would be willing to compromise the fight and favor repeal of the taxes on the uncolored oleomargarin and repeal of all of license fees, except a nominal fee of $1, if Congress would retain the 10c. per pound tax on the colored product. Proponents of repeal, however, gave no indication that they would favor anything but repeal of all of the taxes.

West Virginia Elects Wafer Vice-President

Joseph M. Wafer, general manager of the Industrial Chemical Sales Division of the West Virginia Pulp & Paper Company, has been elected a vice-president and director.

Sidney M. Phelan, jr., vice-president in charge of sales for the company, has been advanced to first vice-president, and Lawrence Kavanagh, assistant treasurer, to treasurer. The company has accepted the resignation of David Graham, who has served as treasurer since 1945.

Mr. Wafer has been active in the chemical sales field since 1917 when he started with Ralph L. Fuller & Co. In 1921, he joined Wm. S. Gray & Co. and three years later he became a salesman for the Industrial Chemical Company, now the division. He has been general manager of the division since 1943.

Mr. Wafer is a former president of the Salesmen's Association of the American Chemical Industry.

Soybean Extraction Plant To Be Built in Wichita

Soy-Rich Products, Inc., has awarded a contract to the chemical plants division of the Blaw-Knox Company for the construction of a soybean solvent extraction plant at Wichita, Kans. The plant will have a capacity of seventy-five tons per-day, and the company plans to use part of the meal product in the manufacture of mixed feeds and to sell the oil in crude form.

FDA Promotes Slocum

Dr. Glenn G. Slocum has been named chief of the division of microbiology of the Food and Drug Administration, it was announced last Thursday by Dr. Paul B. Dunbar, commissioner. Dr. Slocum has been acting chief of the division since the death of Dr. Albert C. Hunter in 1946.

Foreign Market Lists

Lists of foreign outlets for chemicals and related materials and consumers goods recently compiled by the Commercial Intelligence Division of the United States Department of Commerce, include the following, which are available from the division at $1 for a list for any one country:—

Candle manufacturers—Bolivia.
Chemical importers, dealers—El Salvador.
Hospitals—Brazil.
Naval stores importers, dealers—Canary Islands.
Soap manufacturers—Sweden.

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Basing Point Prices System Again Opposed

Another decision on the basing point system of delivered prices that may have direct effect on the drug, chemical and allied industries was announced last Thursday by the Federal Trade Commission.

The commission said that the United States Circuit Court of Appeals for the Seventh Circuit has upheld a finding of the commission against the Rigid Steel Conduit Association that use of a basing point system of delivered prices by individual companies with knowledge that other sellers are using the same pricing methods and with the result that price competition is unreasonably restrained, constitutes an unfair method of competition in violation of the FTC act, irrespective of any combination or conspiracy.

The court held in effect, the commission said, that, in the light of the recent decision of the Supreme Court of the United States in the Cement Institute case, the commission may properly prohibit as an unfair method of competition individual conduct that falls short of being a Sherman Act violation.

The court said: " . . . each conduit seller knows that each of the other sellers is using the basing point formula; each knows that by using it he will be able to quote identical delivered prices and thus present a condition of matched prices under which purchasers are isolated and deprived of choice among sellers so far as price advantage is concerned.

"Each seller must systematically increase or decrease his mill net price for customers at numerous destinations in order to match the delivered prices of his competitors.

"Each seller consciously intends not to attempt the exclusion of any competition from his natural freight advantage territory by reducing the price, and in effect invites the others to share the available business at matched prices in his natural market in return for a reciprocal invitation."

Basing Point Decision Senate Probe Proposed

A senate investigation of the impact upon consumers and upon small and large businesses of the decision of the Supreme Court of the United States in the Cement Institute case was proposed last Thursday by Senator Homer E. Capehart, of Indiana.

Senate resolution 241, introduced by the senator and expected to come before the body for approval this week, directs that the inquiries be made by the committee on interstate and foreign commerce and that it also cover other recent decisions of the Supreme Court and the lower courts construing Federal statutes relating to the regulation of trade practices.

Pitts. Coke Promotes Drs. Brown and Zabor

Dr. William B. Brown, former director of research for the Pittsburgh Coke & Chemical Company, has been appointed manager of chemical production, it was announced last Wednesday. Dr. William J. Zabor, former director of research for the company's activated carbon division, has been named director of chemical development for the firm. Dr. Brown has been with the company since 1942, and Dr. Zabor since 1945.

Maddren Named President Of Republic Petroleum

H. H. Maddren has been elected president of the Republic Petroleum Company, Los Angeles, to succeed C. C. Spicer, who has retired because of ill health after heading the company since 1922. Raymond A. Earle has been elected to fill Mr. Maddren's former position as vice-president.

Foreign Sales Leads

Anyone interested in supplying the following inquiries with goods or information can get the full address of the inquirer by communicating—not by telephone, please —with OPD office:—

Abrasives, Florence, Italy (BU-13, agency).
Agricultural chemicals, Prato, Italy (BU-3, agency).
Antibiotics, Turin, Italy (BU-6).
Caustic potash, Dusseldorf, Germany (BU-1).
Caustic soda, Dusseldorf, Germany (BU-1).
Drugs, Turin, Italy (BU-9).
Dyes, Brussels, Belgium (BU-14, agency); Modena, Italy (BU-16, agency).
Fertilizer Catania, Italy (BU-2).
Fuel oil and kerosene, Bologna, Italy (BU-7).
Hormones, Turin, Italy (BU-6).
Industrial chemicals, Prato, Italy (BU-4.

—*Continued on page 81*

Named by Publicker

Frank E. Bennett has been appointed New York sales manager for Publicker Alcohol & Chemical Sales Corporation, subsidiary of Publicker Industries, Inc., Philadelphia. Mr. Bennett was with the chemical bureau of the War Production Board during the war, and previously was president of the Bloomfield Chemical Company, Harrison, N. J.

House Gets WHO Participation Bill

Compromise legislation authorizing participation of the United States in the World Health Organization which has been established under the United Nations was approved and reported to the house last Thursday by the foreign affairs committee. The bill is a substitute for H. J. Res. 161, which was pigeonholed by the house rules committee.

The new measure is designated to meet the objections voiced against the original bill, both as to the costs involved and the requirements imposed on this government. It provides a ceiling of $1,920,000 on the annual contribution of the United States to the organization and states that nothing in the constitution of WHO shall be construed as committing the United States to a specific legislative program.

Ohio Standard Oil Co. To Build Refinery Unit

Standard Oil Company of Ohio is planning the construction of a $5,000,000 oil refining unit at its Lima, Ohio, refinery. The new unit will include a combination crude distillation and coking unit that is expected to add 15,000 barrels daily to the crude processing capacity of the plant.

ECA Issues Regulations Covering Financing of Marshall Plan Exports

Regulations covering the financing of Marshall Plan exports to the sixteen European nations included in the European Recovery Program were issued May 15 by the Economic Cooperation Administration. The regulations cover reimbursements to a participating country for payments made by it for procurement; issuance of letters of commitment to banking institutions in the United States; issuance of letters of commitment to suppliers and charges to funds allocated to other departments to cover costs incurred in the procurement of commodities or services authorized by ECA.

Included in the regulations is the form of certificate that must be filed by the supplier paid by a participating country or its authorized agent seeking reimbursement. In the certificate the supplier acknowledges notice that payment claimed by him under the contract is to be reimbursed out of ECA funds. The supplier agrees to make prompt reimbursement to the ECA in the event of his non-performance; that the contract price does not exceed the established or market price for the commodities at the time the contract became binding or, in event of an escalator clause, then at the time of delivery; and that he has not given or received side payments or kick-backs.

The letters of commitment to be issued suppliers by the ECA assure payment of the contract. The letter will be issued only in connection with a specific contract (identified in terms of quantity, quality and price) in connection with which the payments are scheduled, and will incorporate the contract by reference. The letter may be either the "short form" for single payment contracts wherein the payment effects a transfer of title to commodities for which the contract price equals the amount of such payments, or the "long form" for multiple-payment contracts, including installment or partial deliveries and arrangements for progressive payments.

The letter of commitment may be sent to the supplier directly by the Administration or by the participating country through normal trade and banking channels or in such other manner as may be specified by the participating countries.

ADMA June 7-10 Meeting Program Nearly Complete

The American Drug Manufacturers Association is rapidly completing the program for its thirty-sixth annual meeting, to be held at the Mount Washington hotel, Bretton Woods, N. H., on June 7 to 10. The opening day of the meeting will feature a special program in the evening honoring Carson P. Frailey's twenty-fifth anniversary with the organization.

The annual golf tournament will be held on June 8, and qualifying rounds may be played on any day prior to that date. Flights will be arranged in the usual manner, with special flights for guests and ladies. On the evening of June 8 there will be an entertainment and dance in the main ballroom of the hotel.

Three members of the United States committee of the World Medical Association will address the morning session on June 9. Dr. E. L. Henderson, chairman of the board of trustees of the American Medical Association, will speak on "International Medicine"; Dr. T. C. Routley, chairman of the council of the WMA, will speak on "Organization and Objectives of the World Medical Association," and Dr. L. H. Bauer, secretary general of the WMA, will talk on "Organization and Objectives of the United States Committee-World Medical Association."

On the morning of June 10, Dr. W. M. Firor, of Johns Hopkins hospital, will present an address on "Modern Concepts of Malignant Disease," and Dr. Samuel Gurin, professor of physiological chemistry, University of Pennsylvania, will speak on "Radioactive Techniques in Research."

Venezuela to Refuse New Oil Concessions

The government of Venezuela has adopted a policy of not granting any more oil concessions, according to Dr. Jose Martorano Battisto, president of that country's petroleum board. In addressing the recent International Petroleum Exposition in Tulsa, Okla., Dr. Battisto said that his government will respect the integrity of oil concessions already granted, but that it desires to see present concessions fully exploited before it considers developing new areas.

ASA Federal Recognition Proposed in Senate Bill

Legislation has been introduced in the senate by Senator Ralph E. Flanders of Vermont to provide a Federal charter to the American Standards Association in recognition of an increasing need of standards to facilitate the operation of commerce and industry. The ASA includes among its membership a large number of trade organizations in the chemicals and allied fields.

The bill (S. 2673) states the objects and purposes of the association to be:—

"To operate exclusively as a non-profit educational and scientific organization, and, in connection therewith, to assemble and diffuse knowledge concerning the standardization of measurements, materials, products, methods, operations, and nomenclature.

"To study, approve, and promote the use of suitable and desirable standards.

"To provide systematic means by which organizations concerned with standardization work may cooperate in creating and developing such standards so that they may represent a consensus of those concerned with their scope and provisions.

"To furnish facilities for promoting the use of such standards.

"To serve as a clearing house for information on standardization work in the United States and foreign countries.

"To cooperate with the government of the United States, and with other organizations, in standardization matters, including cooperation in international standardization matters."

The association would also be given the sole and exclusive right to use the term "American Standard" provided it did not interfere or conflict with established or vested rights, or be construed so as to prevent the republication of any standard heretofore described or designated by the term "American Standard."

Owens-Illinois Glass Gets $25,000,000 Loan

Owens-Illinois Glass Company, Toledo, Ohio, has completed arrangements to borrow $25,000,000 from two financial institutions to provide additional working capital and funds to complete its construction program. Of the total, $10,000,000 will carry a 2¾ percent interest rate and will be due in fifteen years, and the remaining $15,000,000 will carry a 3 percent interest rate and be due in twenty years.

Washington Talks It Over

By Ralph L. Cherry

Coordination of Federal and state taxes so as to eliminate overlapping and duplication is again the subject of lively discussion in Congress, but like so many other meritorious proposals it is doubtful whether it will get past the discussion stage this session. A special committee of the senate has just completed a study of the problem, but fails to recommend any immediate legislative remedy.

The basis of the new discussions is the recommendations made at a conference between congressional tax experts and those of the states and municipalities in Chicago last September. It was agreed at that time that a four-point program be followed:—(1) Federal excise taxes should be reduced as soon as practicable; (2) Federal inheritance taxes should be revised to provide more equitable division of the revenue between the government and the states; (3) the Federal government should relinquish to the states the Federal tax on employment programs; and (4) the states avoid encroachment upon tax fields which are peculiarly adaptable to Federal uses.

The trouble with these recommendations is that the Federal government is in no position to put them into effect at this time. If they were put into force they would so reduce the revenues of the Federal government that it could not go through with its plans for further relief from burdensome income taxes. And even if they were adopted and made effective by the Federal government, it would not mean relief to the taxpayers because the states would then move in with their taxes to capture the released Federal revenues.

The first decision on any question of eliminating overlapping taxes that must be made is what is the relative importance to the people as a whole of the functions and services devolving upon the Federal government as compared to the importance of the functions and services devolving upon the states and localities? When that has been decided then the legislating bodies can move on from there to correct the inequities presently contained in the tax laws.

Ammonium Nitrate's Progress

Ammonium nitrate is forging ahead of all other types of nitrogen fertilizers now being used on American farms.

This comparatively new form of fertilizer material first made its appearance in mixed fertilizers about 1930. It was first used as a top-dressing for crops in the 1942-43 season. In the 1947 season, 374,618 tons were consumed for top-dressing alone, says the Department of Agriculture, which anticipates that in 1948 over 400,000 tons will probably be used for this purpose.

About 40 percent of all the nitrogen in all forms of fertilizer is now supplied by this relatively new material.

Plastic Bags for Cherries

There is a good market for plastic manufacturers in the Northwest—if they can develop the right kind of a plastic film that will exactly meet the needs of the sweet-cherry growers. The films for packaging now on the market, says the Department of Agriculture, meet the vari-

—*Continued on page 36*

This Seal

Goes Many Places

Bismuth Subcarbonate

Bismuth Subnitrate

Bismuth Subsalicylate
and other Bismuth Salts

Quinine Sulfate
and other Quinine Salts

Strychnine Sulfate
and other Strychnine Salts

Potassium Iodide
(cryst-gran-powd)

Sodium Iodide

Other pharmaceutical chemicals in bulk and small containers

When a shipment of NYQ bismuth subcarbonate goes out, its period of careful supervision and accurate checking is at an end. NYQ technicians have passed it.

From that time, the oval trademark on each bottle takes over and carries NYQ's responsibility for the purity and uniformity of the contents. Each seal is supported by — and supports —NYQ's top reputation.

The NYQ seal is your assurance of quality. Specify NYQ on your orders.

NYQ

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Industrial Application Of Chemicals

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Dioctyl Phthalate

(Additional uses, supplementary to those given in OPD for March 15, 1948, page 7.)

Adhesives—Plasticizer in adhesive compositions containing nitrocellulose or vinyl resins.

Ceramic—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used as coatings for protecting and decorating ceramic products.

Chemical—Plasticizer for nitrocellulose.

Cosmetic—Plasticizer in nail enamels and lacquers containing nitrocellulose as base material.

Electrical—Plasticizer in insulating compositions, containing nitrocellulose or vinyl resins, used for covering wire and in coating electrical machinery and equipment.

Glass—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used as coatings for protecting and decorating glassware.

Leather—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used in the manufacture of artificial leathers and as coatings for protecting and decorating leathers and leather goods.

Metal-Fabricating—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used as coatings for protecting and decorating metallic articles.

Miscellaneous—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used as coatings for protecting and decorating articles of various sorts; also in vinyl resin compositions used as binders, gaskets, washers, finishes, and the like.

Paint, Varnish, and Lacquer—Plasticizer in paints, varnishes, lacquers, enamels, and dopes containing nitrocellulose or vinyl resins.

Paper—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used in the manufacture of coated papers and as coatings for protecting and decorating articles made of paper or pulp.

Photographic—Plasticizer in making films from nitrocellulose.

Plastics—Plasticizer in making laminated-fiber and molded articles, and plastic materials from nitrocellulose or vinyl resins.

Resins—Plasticizer for resin-cellulose derivative compositions and solutions; also for vinyl resins.

Stone—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used as coatings for decorating and protecting artificial and natural stone.

Textile—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used in the manufacture of coated fabrics.

Wood—Plasticizer in compositions, containing nitrocellulose or vinyl resins, used as protective and decorative coatings on woodwork and in others used for many filling and repairing purposes on wood.

Hydroabietyl Alcohol

Adhesives—Suggested for experimental use in adhesive compounds and formulations.

Chemical—New alcohol claimed to be compatible with resins and film-forming materials; esterifiable by both organic and inorganic acids; and miscible with alcohols, ketones, esters, ethers, and both chlorinated and unchlorinated hydrocarbon solvents.

Miscellaneous—Suggested as modifier in compositions based on chlorinated rubber, polyamides, hydrogenated oils, and the like.

Paint, Varnish, and Lacquer—Suggested for experimental used in protective coatings.

Rubber—Suggested as modifier in rubber compounds.

Textile—Suggested as modifier in sizing agents.

Indalone

Cosmetic—Claimed useful as a light-screening agent.

Insecticide and Fungicide—Claimed as highly effective all-round insect-repellent, said to be easy to apply and long lasting in its effectiveness and to have some light-screening properties of its own and to be combinable with other light-screening chemicals.

Paint Federation Unit Presents New Materials

In its midyear conference in Detroit, May 14, the materials committee of the Federation of Paint and Varnish Production Clubs, through its chairman, William P. Colio, of E. I. du Pont de Nemours & Co., Philadelphia, presented an interim report on newly available and recently improved materials of interest to manufacturers of paints, varnishes, and lacquers, and their major components. From the notes of the committee and the contributions made from the floor of the meeting, the information that follows was drawn.

Pigments

The Hy-Cap line pigments, introduced by E. I. du Pont de Nemours & Co., wet down and grind out faster than ordinary types. Particularly rapid grinding is characteristic of new pigments offered by the Mineral Pigment Company.

Other new du Pont pigments are BP273D, a replacement for mineral violet, and RT565D, a light red in the BON series. RV flatting pigment 62 is a new product of R-B-H Dispersions. Lead monohydrogen-phosphate is being readied by the National Lead Company as an inorganic opalescent or pearlescent pigment.

Resins and Plasticizers

Dimerized and trimerized soybean oil acids, reacted with ethylenediamine, are the basis of new thermoplastic resins developed by the Northern Regional Research Laboratory and produced by General Mills, Inc. Recent additions to the S-5 Pliolite bases of the Goodyear Tire & Rubber Company are 12-S5 containing 70 percent of precipitated chalk, 19-S5 containing 65 percent of talc, 66-S5, and 68A-S5. Good cold-check resistance and, improved sanding qualities are claimed for the new Hercules Powder Company Cellolyns 95, 104, and 501. Neolyn 43 is a Hercules soft resin said to be compatible with nitrocellulose, polyvinyl chloride, and chlorinated rubber, but not with cellulose acetate or polyvinyl acetate. Heat treatment and gasproofing of tung oil at low heats and in large lots are claimed for Hercules experimental resin X-4000-13.

S-50 and S-60 polymers are reported to form hot-melt finishes with high resistance to moisture. R-B-H resin 510, is a fossil material mined in Utah, which is similar to Batu, has high resistance properties, and has been found good in aluminum vehicles, tank-interior coatings, and ship's bottom paints. Its cost is low. R-B-H resin 569 is a thermosetting hydro-

—Continued on page 98

Dr. Vagtborg Leaves Midwest Research Inst.

Dr. Harold Vagtborg has resigned as president and director of Midwest Research Institute, Kansas City, Mo., effective July 1, to accept a position as president and director of Southwest Research Institute, Houston, Tex. The new position also includes the directorship of the Institute of Inventive Research and the Foundation of Applied Research, and the technical directorship of the Essar Ranch.

Paint Production Federation By-Laws Amendments Proposed

Several amendments to the by-laws of the Federation of Paint and Varnish Production Clubs were accepted by the federation's council in its meeting May 15 in Detroit. They will be published in the *Official Digest* prior to being acted upon at the annual meeting in November. For the most part the amendments were designed to get rid of carryover language with reference to nominations and elections which had been used for the changes voted last Fall. One other suggested change had to do with the manner of electing federation and local honorary members and with voting for federation officers in case of a contest on the floor. Another amendment, submitted to the by-laws committee, had to do with the setting up of a method for determining the boundaries of local club areas.

A bit of special, unscheduled business was the authorization of a committee to prepare a corrective article on certain allegedly erroneous statements on the health and fire hazards of linseed and other oils, which are contained in the American Chemical Society's monograph on Vegetable Oils and Fats, by George S. Jamieson, Ph.D.

Among the more interesting reports were those by the committees on materials and on manufacturing. A summary of the former report is printed elsewhere in this issue. The manufacturing committee paid particular attention to equipment and presented factual operating data on a number of machines. Emphasis was laid on the desirability of being properly informed on the performance of apparatus because of today's high costs. A recommendation was made that the executive committee engage the services of an engineeringly trained man to collaborate with the scientific section of the National Paint, Varnish and Lacquer Association in the study of machines and methods. The federation's manual on production is expected to be completed this year. Six local clubs are working on selected chapters.

The federation now comprises twenty-two clubs; a new one is coming in this month in the Pacific Northwest. It has a total of 2,351 members.

Plans for the annual meeting in Chicago in November were outlined with respect to program and other arrangements. A feature will be several symposiums, especially one on engineering aspects of production. Twenty-eight papers had already been received. The paint show was a sellout, spaces being available for but 70 percent of the applicants.

A special call was made for further contributions to the supplying of CARE packages to paint technical men in Britain and France. Plans were laid for the publication of five-year or ten-year cumulative indexes to the *Official Digest*. A plea was made that local clubs get their *Digest* mailing lists ready earlier in the year.

Three federation honorary members were elected:—G. C. McEwen and E. E. Sparrow, both nominated by the Toronto club, and George H. Priest, nominated by the New England club.

In addition to reports of office by President Carleton H. Rose, Secretary V. C. Bridlack, and Treasurer A. T. Montayne, the council got committee reports as follows:—

By-laws, by R. J. Smith; CARE packages, by R. W. Matlack; club boundaries, by W. P. Colio; educational, by Paul O. Blackmore; finance, by C. W. Clark; golf, by V. C. Bidlack; liaison and foreign activities, by Carleton H. Rose; manufacturing, by H. H. Shugan; materials, by W. P. Colio.

Meetings, by H. P. Ball; membership, by R. C. Stark; nominating, by J. C. Moore; paint show, by H. H. Zimmerman; production manual, by V. C. Bidlack; program, by W. B. Pierce; publications, by V. C. Bidlack; scientific section, by J. C. Moore; standards and methods, by M. A. Glaser; technical advisory, by E. A. Schulte.

The council and committee members joined the Detroit club at dinner May 14, about 250 persons being present.

President Carleton H. Rose, President-Elect R. W. Matlack, and Secretary V. C. Bridlack went to Minneapolis after the meeting to call on the Northwestern clubs. Thence they were scheduled to go to Seattle to assist at the inauguration of the new Pacific Northwestern Paint and Varnish Production Clubs. Visits to the Golden Gate club in San Francisco and the Los Angeles club will follow, and Mr. Bridlack will later make calls at Kansas City and St. Louis.

Am. Plant Food Council Completes Meeting Plans

The American Plant Food Council has completed the program for its third annual meeting, to be held at the Greenbrier hotel, White Sulphur Springs, W. Va., on June 13 to 16. Featured speaker at the annual banquet on the evening of June 15 will be Dr. Francis P. Gaines, president of Washington and Lee University, who will speak on "The First and Final Frontier."

The morning session on June 14 will be addressed by Senator Scott W. Lucas, of Illinois, member of the senate agriculture committee, and Dr. Robert E. Yoder, of the agronomy department of the agricultural experiment station at Wooster, Ohio. In the evening there will be a showing of the council's new sound motion picture, "First in the Hearts of Farmers."

The program for June 15 will be opened with an agricultural editors' forum on "The Farmer and Private Enterprise," with Dr. Paul D. Sanders, president of the American Agricultural Editors Association, acting as moderator. Other participants in the forum will be Carroll P. Streeter, managing editor of the "Farm Journal," Philadelphia; Dr. L. R. Neel, editor of the "Southern Agriculturist," Nashville, and Paul C. Johnson, editor of the "Prairie Farmer," Chicago.

Other speakers on June 15 will include Representative August H. Andresen, of Minnesota, member of the house agriculture committee, and Dr. Frank W. Parker, assistant chief of bureau, soils division, Bureau of Plant Industry, Soils and Agricultural Engineering, Beltsville, Md.

Cosmetic Chemists Discuss Activities Expansion Need

Possible enlargement of the scope and activities of the Society of Cosmetic Chemists was considered by that group at its fourth semiannual meeting held at the Biltmore hotel, New York, on May 19. Dr. Walter A. Taylor, of Pond's Extract Company, and president of the society, told the gathering that plans are being considered for the formation of affiliated groups in other countries, particularly in Europe. Dr. Taylor announced that an English organization is about to declare its formation.

A new library committee was formed under the chairmanship of Edward Sagarin, of Givaudan-Delawanna, Inc., to make plans for the centralization and codification of the literature relating to the cosmetic industry. A report on the activities of the medal award committee.

—Continued on page 61

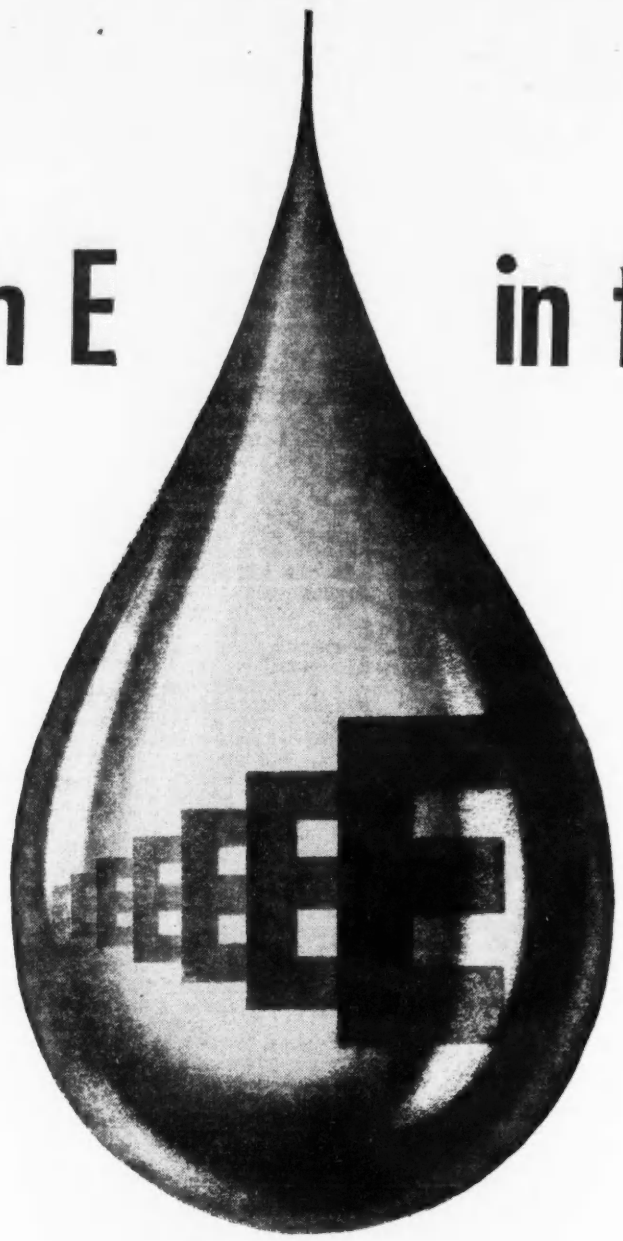
Association Meeting Dates

American Association of Textile Chemists and Colorists, Augusta, Ga., October 21-23.
American Dairy Science Association, University of Georgia, Athens, Ga., June 14-16.
American Drug Manufacturers Association, Mount Washington hotel, Bretton Woods, N. H., June 7-10.
American Institute of Chemical Engineers, New York, November 7-10.
American Plant Food Council, Greenbrier hotel, White Sulphur Springs, W. Va., June 13-16.
American Society of Hospital Pharmacists, San Francisco, August 8.
American Society for Testing Materials, Book-Cadillac hotel, Detroit, Mich., June 21-25.
American Soybean Association, Peabody hotel, Memphis, Tenn., September 13-15.
Association of Consulting Chemists and Chemical Engineers, Sheraton hotel, New York, October 26.
Chemical Institute of Canada, Mount Royal hotel, Montreal, June 7-10.
Chemical Market Research Association, Biltmore hotel, New York, June 3.
Congress of the Technology of Rubber, London, England, June 23-25.
Drug, Chemical and Allied Trades, Section, New York Board of Trade, Shawnee Inn, Shawnee, Pa., September 24.
Federal Wholesale Druggists Association, Atlantic City, N. J., October 6-8.
Federation of Paint and Varnish Production Clubs, Congress hotel, Chicago, November 4-6.
International Congress of Analytical Chemistry, Utrecht, Netherlands, June 1-3.
International Congress of Industrial Chemistry, Brussels, Belgium, September.
Manufacturing Chemists Association, Skytop Inn, Skytop, Pa., June 3.
National Association of Insecticide and Disinfectant Manufacturers, Monmouth hotel, Spring Lake, N. J., June 14-16.
National Association of Purchasing Agents, Waldorf-Astoria hotel, New York, May 31-June 2.
National Confectioners Association, Waldorf-Astoria hotel, New York, June 20-25.
National Fertilizer Association, Greenbrier hotel, White Sulphur Springs, W. Va., June 21-23.
National Paint, Varnish and Lacquer Association, Congress hotel, Chicago, November 8-10.
National Petroleum Association, Traymore hotel, Atlantic City, N. J., September 15-17.
National Plastics Exhibition, Grand Central Palace, New York, September 27-October 2.
National Wholesale Druggists Association, Palmer House, Chicago, October 17-20.
Proprietary Association, Claridge hotel, Atlantic City, N. J., May 24-26.
Society of Chemical Industry, Edinburgh, Scotland, July 12-17.
Synthetic Organic Chemical Manufacturers Association, Shawnee Inn, Shawnee, Pa., May 25-27.
Tanners Council of America, Leather Show, Waldorf-Astoria hotel, New York, September 14-15.

USDA Names Johnson To Administrative Post

The Department of Agriculture has appointed Harry H. Johnson, of Houston, Tex., special assistant to the Secretary of Agriculture and has given him the responsibility for the administration of the department's foot-and-mouth disease program in cooperation with the Republic of Mexico. Mr. Johnson will also act as consultant to the chief of the Bureau of Animal Industry.

Vitamin E in the most acceptable dosage form



Increasing preference for administration of *high dosages* of Vitamin E presents pharmaceutical manufacturers with the important problem of supplying adequately high potencies in conveniently small dosage forms.

ALPHA-TOCOPHEROL MERCK (VITAMIN E) and ALPHA-TOCOPHEROL ACETATE MERCK provide the answer to this problem. By employing these *pure* products, you are assured of high vitamin content in dosage forms most readily acceptable to physician and patient.

Merck chemists — together with their collaborators — identified and synthesized Alpha-Tocopherol (Vitamin E) in 1938. The acetate ester, virtually identical in biological activity, was developed more recently. By using either of these materials you are making Merck experience and Merck quality component parts of your own vitamin product.

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(VITAMIN E)

ALPHA-TOCOPHEROL ACETATE MERCK

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Current Market Quotations

Chemicals and Related Materials

May 21, 1948

Unless otherwise indicated, listings are first-hand quotations on large lots, f.o.b. New York. Changes and trends are noted in the market reports, with other informative comment. The locations of these reports are given in the table of contents on page 4.

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A

Acacia (see Gum, arabic).

Acetaldehyde, 99%, dms., 55 gals., works..lb. .11½- .12
5 and 10 gals., works.....lb. .12 - .16
tanks, works .....lb. .09½- .10½

Acetaldol (see Aldol).

Acetamide, CP, fib. dms.....lb. .65 - .75
tech., fib. dms.....lb. .38 - .45

Acetanilide, tech., bbls., c.l.....lb. .22 - —
l.c.l. .....lb. .23 - .26
kgs. .....lb. .28 - —

USP, bbls., 2,000-lb. lots.....lb. .40 - .41
smaller lots .....lb. .41 - .42

Acetic anhydride, dms., c.l., frt. all. E. .....lb. .13½- —
l.c.l., frt. alld. E.....lb. .14½- —
tanks frt. alld. E.....lb. .12 - —

Acetoacetanilide, fib., dms., works..lb. .61 - —
bbls., works.....lb. .67½- —

Acetoacetorthotoluidide, bbls., works.lb. .75 - —
fib. dms., works.....lb. .67 - —

Acetoacetorthochloroanilide, bbls., works .....lb. 1.02 - —
fib. drms., works.....lb. 1.15 - —

Acetone, CP, dms., c.l., dlvd.....lb. .09½- —
l.c.l., dlvd.....lb. .10½- —
tanks, dlvd.....lb. .08 - —
Methyl (see M).

Acetonitrile, dms., c.l., works.....lb. .45 - —
l.c.l., works .....lb. .50 - —
smaller containers, works.....lb. .55 - .60

Acetophenetidin, USP, bbls., works, frt. equald..lb. 1.10 - 1.20

Acetophenone, cns., dms.....lb. 1.50 - 1.85

Acetyl chloride, clys., works.....lb. .55 - .60

Acetyltributyl citrate, dms. .....lb. .43 - .51
smaller pkgs. .....lb. .54 - —

Acetyltriethyl citrate, dms.....lb. .36 - .44
smaller pkgs. .....lb. .47 - —

Acid, abietic, dms., c.l., works.....lb. .07½- —

Acetic, com'l or redist., 28%, bbls...
100 lbs. 3.78 - 4.68
56%, bbls. .....100 lbs. 7.56 - 7.81
70%, bbls.....100 lbs. 9.45 - 9.70
80%, bbls.....100 lbs.10.89 -11.05

Glacial, synthetic, C.P., dms., works
100 lbs.13.50 -14.00
USP, dms., works.....100 lbs.11.50 -12.00
tech., dms., c.l., works..100 lbs.10.07 -11.00
tanks, works .....100 lbs. 8.00 - 8.62

Acetic acid price ranges above are c.l. and l.c.l. quantities. Carboys and cases are 50c. per 100 lbs. higher.

Acetic anhydride (see Acetic anhydride above).

Acetylsalicylic, USP, special, bbls., makers, primary distrib., point of ship't, 100-lb. lots..lb. .50 - —
smaller lots.....lb. .61 - .64
standard, fine, cryst., gran. (30-40 mesh), powd. (80 mesh), bbls., same basis..lb. .45 - .59

Freight equalized, shipment identical quantity over standard routes, from N. Y., Phila., Midland, Mich., Chicago and St. Louis.

Aminoacetic, NF, bbls., frt. adjusted. .....lb. 1.50 - 1.75

Anthranilic, resub., bbls.....lb. 2.00 - 2.30
tech., bbls. .....lb. 1.05 - 1.35

Arsenous, tech. (see Arsenic, white).

Arsenic, white, USP, powd., dms., kgs.....lb. .20 - .22

Ascorbic, USP, dms., 500-kilo lots .. ..kilo.24.50 - —
25-50 kilo lots.....kilo.25.00 - —
10-kilo lots.....kilo.25.35 - —
5-kilo lots.....kilo.25.70 - —
bbls., kilo lots.....kilo.26.41 - —
500 grams.....kilo.27.47 - —

Battery, clys., c.l., E. works.100 lbs. 1.60 - 1.75
l.c.l., E. works.....100 lbs. 2.05 - 2.75

Benzoic, tech., bbls., 4,000 lbs. or more..lb. .42 - —
1,000 to 3,900 lbs.....lb. .44 - —
500 lbs. or less.....lb. .47 - —
USP, bbls., 4,000 lbs. up.....lb. .54 - —
1,000 to 3,900 lbs.....lb. .55 - —
500 lbs. or less.....lb. .58 - .59
dms., 4,000 lbs. up.....lb. .55 - .59
1,000 to 3,900 lbs.....lb. .56 - .57
500 lbs. or less.....lb. .58 - .59

Benzoxynaphthoic, bbls., works....lb 1.25 - 1.29

Boric, tech., 99.5%, cryst., paper bgs., c.l., frt. split.....ton.124.00 - —
ton lots, ex whse.....ton.141.80 - —
less than ton lots, ex whse., ...ton.149.70 - —
powd., paper bgs., c.l., frt. split...ton.104.00 - —
ton lots, ex whse, N. Y. or Chi..ton.124.80 -125.00
less ton lots, same basis.ton.129.70 -130.00
bbls., c.l., frt. split.....ton.124.00 - —
ton lots, ex whse, N. Y. or Chi..ton.141.70 -145.00
less car lots, same basis.ton.149.70 -150.00
gran., bulk .....ton.95.70 - —
paper bgs., c.l., frt. split..ton.99.00 - —
ton lots, ex whse., N. Y. or Chi..ton.119.70 -120.00
less ton lots, same basis.ton.124.80 -125.00
bbls., c.l., frt. split.....ton.119.00 - —
ton lots, ex whse., N. Y. or Chi..ton.139.70 -140.00
less ton lots, same basis ton.144.70 -145.00
USP $25 per ton higher.

Bromer's, bbls. .....lb. 1.54 - —

Butyric, 99%, dms., c.l., works..lb .51 - —
l.c.l., works .....lb. .55 - —
tankcars, works .....lb. .33 - —

Cacodylic, bots.....lb.12.00 -16.50

Camphoric, natural, dms.....lb. 8.00 - 8.50
synth., dms. .....lb. 6.00 - 6.50

Capric, tech., dms.....lb. .50 - .55½

Caprylic, 99%, dms.....lb. .50 - .55½

Castor oil, split, dms.....lb. .35¾- .36¾

Chloresulphonic, dms., c.l., works..lb. .03 - —
l.c.l., works.....lb. .03½- .04½
tanks, works.....lb. .02½- —

Chromic, 99½%-99¾%, dms., c.l....lb. .21¾ Nom.
l.c.l. .....lb. .22¾- .23¾

Cinnamic, refd., bots.....lb. 3.00 - 4.00

Acid, citric, anhyd., gran., fine gran., bbls..lb. .25½- —
dms., c.l. .....lb. .24 - —
10,000 lbs., 1 ship't.....lb. .24½- —
kgs. .....lb. .25½- —

Anhydrous citric acid powder, ½c. per lb. higher.

USP, cryst., bbls., c.l.....lb. .25 - —
10,000 lbs., 1 ship't.....lb. .25½- —
smaller lots.....lb. .26 - —
kgs. .....lb. .26½- —
gran., fine gran., bbls., c.l.....lb. .22 - —
10,000 lbs., 1 ship't.....lb. .22½- —
smaller lots.....lb. .23 - —
kgs. .....lb. .23½- —

USP citric acid powder ½c. per lb. higher.

Cleve's, bbls., mixed.....lb. .61 - .65
Coconut oil, dist., dms .....lb. .31½- .32½
Corn oil, s.d., dms.....lb. .19¾- .20¾
Cottonseed oil, dist., dms.....lb. .19¾- .20¾

Cresylic, dom., coaltar, high-boil 50% (210°-215°), low boil 50% (204°-206°), and special blends, dms., c.l., works, frt. equald. .....gal. 1.48 - 1.61
l.c.l., same basis.....gal. 1.51 - 1.64
tanks, same basis.....gal. 1.42 - 1.55

Petroleum, 185° C to 205° C, non-ret. dms., c.l., San Francisco and Los Angeles.gal .99 - —
l.c.l., same basis.....gal. 1.01 - —
tanks, same basis.....gal. .91 - —
190° C to 220° C, non-ret. dms., c.l., San Francisco and Los Angeles..gal. .91½- —
l.c.l., same basis .....gal. .93½- —
tanks, same basis.....gal. .85½- —
210° C to 240° C, non-ret. dms., c.l., San Francisco and Los Angeles..gal. .73 - —
l.c.l., same basis.....gal. .75 - —
tanks, same basis.....gal. .65 - —
235° C to 271° C, non-ret. dms., c.l., San Francisco and Los Angeles..gal. .68½- —
l.c.l., same basis.....gal. .70½- —
tanks, same basis.....gal. .60½- —

Crotonic, bbls., Canadian, works.lb. .85 - —

Dichlorophenoxyacetic, fib. dms., c.l., works, frt. equald..lb. .75 - —
l.c.l., same basis.....lb. .83 - .90

Diethylbarbituric (see Barbital)

F, bbls., works.....lb. 1.73 - 1.78

Folic, bots. .....gram 2.00 - —

Formic, 85%, clys., c.l., works....lb. .12 - .13
l.c.l., works .....lb. .12½- .14½
90%, clys., c.l., works.....lb. .12½- .13½
l.c.l., works .....lb. .13 - .14½

Fumaric, tech., bbls., dms.....lb. .27 - .31

Gallic, NF V, bbls., 1,000-lb. lots..lb. 1.40 - —
smaller lots .....lb. 1.43 - 1.45
technical, bbls., 1,000-lb. lots....lb. 1.23 - —
smaller lots .....lb. 1.26 - 1.28

Gamma, bbls. .....lb. 1.03 - 1.20

Gluconic, tech., 50%, bots.....lb. .28 - .31
dms. .....lb. .14 - —
kgs. .....lb. .16 - —

Glycolic (see Acid, hydroxyacetic).

H, bbls., works.....lb. .50 - —

Hydriodic, 45-47%, clys.....lb. 2.52 - 2.54
57%, clys. .....lb. 2.85 - 2.85

Hydrobromic, medicinal, 48%, clys., dlvd. E..lb. .48 - —
tech., 48%, clys., dlvd. E.....lb. .45 - —
34%, clys., dlvd. E.....lb. .35 - .37

Hydrochloric (see Acid, muriatic).

Hydrocyanic, cyls., works.....lb. .80 - 1.00
dilute, NF, 2%, 5-lb. bots.....lb. .30 - .40

Hydrofluoric, anhyd., cyls., works..lb. .19 - .19½
tanks, works .....lb. .16 - —
30%, steel drms., works.....lb. .09 - —
48%, steel drms., works.....lb. .12 - —
52%, steel drms., works.....lb. .12½- —
60%, steel drms., works.....lb. .13½- —
70%, steel drms., works.....lb. .15 - —

Hydrofluosilicic, 30-35%, bbls.....lb. .08 - .09

Hydroxyacetic, tech., 70%, bbls., non-return., Phila..lb. .084 - —
tanks, Belle, W. Va., 100% basis. .....lb. .085 - —

Hypophosphorous, USP, djns.....lb. .75 - .77

J, bbls., works, 20% basis.....lb. 2.42 - 2.64

L, bbls., works.....lb. .75 - .95

Lactic, edible, 50%, bbls., 20 or more. .....lb. .16 - —
smaller lots .....lb. .16½- .17
80%, bbls., 5 or less.....lb. .24¼- .24¾
plastic grade, 50%, bbls., 20 or more. .....lb. .17¾- —
10 or less.....lb. .18¾- —
80%, bbls., 5 or less.....lb. .31¾- .32½
tech., 22%, bbls., c.l., works.100 lbs. 4.40 - —
l.c.l., works .....100 lbs. 4.80 - —
clys., works .....100 lbs. 5.30 - —
44%, bbls., c.l. works.....100 lbs. 8.15 - —
l.c.l., bbls., works.....100 lbs. 8.55 - —
clys., works .....100 lbs. 9.05 - —

USP XII, 85%, clys.....lb. .54 - .57
USP VIII, 75%, clys.....lb. .52 - .59

Laurent's, bbls. .....lb. .70 - .80

Lauric, dist., 85-90%, dms.....lb. .40 - .40¼
60%, dms.....lb. .35 - .35½

Linseed oil, reg. dist., dms.....lb. 2500- 2550
water white, dms.....lb. 2500- 2550

Maleic, powd., dms.....lb. .26 - .30
Anhydride (see M).

Malic, powd., kgs.....lb. .47 - —

Mandelic, NF, dms., 1,000-lb. lots.lb. 1.85 - —
smaller lots.....lb. 1.90 - 2.10

Mixed, tanks, nitric unit.....lb. .05 - .06
sulphuric unit .....lb. .008- .009

Molybdic, kgs., works.....lb. .95 - 1.10

Monochloroacetic, purified, flake, 99%, dms..lb. .26 - .27
tech., flake, 96-97%, bbls.....lb. .21½- .23½

Monosulphonic, bbls. .....lb. 1.50 - —

Muriatic, 18°, clys., c.l., E. works. .....100 lbs. 1.50 - 1.70
l.c.l., E. works.....100 lbs. 1.90 - 2.90
tanks, E. works.....ton.18.00 -18.20
20°, clys., c.l., E. works....100 lbs. 1.85 - 2.00
tanks, E. works.....ton.20.00 -21.00
22°, clys., c.l., E. works....100 lbs. 2.35 - 2.50
tanks, E. works.....ton.22.00 -26.00

CP, USP, consumers, clys., extra. .....lb. .08 - —
6-lb. bots., extra.....lb. .10 - —
dealers, clys., extra.....lb. .06½- —
6-lb. bots., extra.....lb. .08½- —

Acid, myristic, dist., dms.....lb. .45 Nom.

Naphthenic, 220-230 acidity, dms., works..lb. .15 - —
tanks, works .....lb. .12 - —
230-240 acidity, dms., works.....lb. .20 - —
tanks, works .....lb. .17 - —

Naphthol(1)-4-sulphonic (see Acid, Neville and Winther's)

Naphthol(1)-5-sulphonic (see Acid L).

Naphthol(1)-5-sulphonic,8-amino (see Acid, S).

Naphthol(1)-5,6, disulphonic,8-amino (see Acid, H).

Naphthol(2)-6,8-disulphonic (see Acid, Gamma).
(5)-7-Sulphonic,2-amino (see Acid J).

Naphtholsulphonic, mixed (see Acid, Cleve's, mixed).

Naphthylamine(1)-5-sulphonic (see Acid, Laurent's).
(2)-6-sulphonic (see Acid, Broener's).
(2)-7-sulphonic (see Acid F).
(2)-1-sulphonic (see Acid, Tobias)

Neville and Winthers, dms.....lb. .76 - .80

Nicotinic, USP, dms., works....kilo. 7.00 - 7.30
Nicotinic amide (see Nicotinamide).

Nitric, 36° clys., c.l., E. works... .....100 lbs. 5.00 - —
l.c.l., E. works.....100 lbs. 5.25 - 5.95
38°, clys., c.l., E works....100 lbs. 5.50 - —
l.c.l., E. works .....100 lbs. 5.75 - 6.45
40°, clys., c.l., E. works....100 lbs. 6.00 - 6.50
l.c.l., E. works.....100 lbs. 6.25 - 6.95
42°, clys., c.l., E. works....100 lbs. 6.50 - 7.00
l.c.l., E. works .....100 lbs. 6.75 - 7.45

CP, USP, consumers, clys., extra. .....lb. .13 - —
7-lb. bots., cs., extra.....lb. .15 - —
dealers, clys., extra.....lb. .11½- —
7-lb. bots., cs., extra .....lb. .13½- —

Oleic (see Oil, red)

Oleum (see Acid, sulphuric, fuming).

Orthocresotinic, dms., c.l., works...lb .67 - —
l.c.l. works .....lb. .69 - —

Oxalic, bbls., c.l., works.....lb. .13½- .14
10,000 lbs., works.....lb. .13½- .14¼
smaller lots, works.....lb. .14½- .15¾

Palm oil, white, dist., dms.....lb. .21¼- .21¾

Para-aminobenzoic, purified, dms., works..lb. 4.00 - —

(technical, bbls., works.....lb. 1.70 - —

Paramethylphenylcinchonic (see Neocinchophen).

Paranitrobenzoic, cns. .....lb. .80 - —

Paratoluidinmetasulphonic, bbls., wks. .....lb. .92 - .95

Peanut oil, s.d., dms.....lb. .19¾- .20¾

Perchloric, 60%, clys., works.....lb. .58 - .62
70-72%, clys., works.....lb. .61 - .66

Phenylacetic, bots. .....lb. 1.51 - 1.75

Phenylglycolic (see Cinchophen).

Phenylglycollic (see Acid, mandelic).

Phosphoric, food grade, 50%, bbls., c.l., works, frt. equald..... .....100 lbs. 4.50 - —
l.c.l., same basis.....100 lbs. 5.25 - 6.00
clys., c.l., works, frt. equald.. .....100 lbs. 5.00 - —
l.c.l., works, frt. alld.100 lbs. 6.00 - 7.50
75%, bbls., c.l., works, frt. equald..100 lbs. 5.75 - —
clys., c.l., works, frt. equald. .....100 lbs. 6.10 - —
l.c.l., works, frt. alld..... .....100 lbs. 8.00 - 9.00
tanks, works, frt. equald.... .....100 lbs. 4.00 - —

NF, 85%, clys., c.l.....lb. .10½- —
l.c.l. .....lb. .11½- .13
dilute, 10%, clys., djns.....lb. .07 - .07½

Picramic, tech.....lb. .65 - .70

Picric, bbls.....lb. .30 - .31

Propionic, nat., dms., works.....lb. .18 - —
tanks, works.....lb. .17 - —
synth., pure, dms., works.....lb .22 - —
tanks, works.....lb. .21 - —

Pyrogallic, tech., bbls.....lb. No prices
N.F., cryst., dms.....lb. 2.80 - 3.03
resub., dms.....lb. 3.30 - 3.45

Pyroligneous, bbls., incl., l.c.l., ex whse..gal. .43 - —

Ricinoleate (see Acid, castor oil, sa'ts).

S, bbls., works.....lb. 2.54 - 2.75

Salicylic, tech., bbls., c.l.....lb. .31 - —
smaller lots.....lb. .38 - —
USP, bbls., c.l.....lb. .40 - —
smaller lots.....lb. .47 - —

Sebacic, tech., dms., c.l., works..lb. .68 - —
l.c.l., works .....lb. .70 - .75

Soybean oil, s.d., c.l., works.....lb. .19¾- .20¾

Stearic, double pressed, bgs.....lb. .28½- .29
single pressed, bgs.....lb. .28 - .28½
triple pressed, bgs.....lb. .30¾- .31¾

Succinic, bbls.....lb. .87 - .90

Sulphanilic, CP, bots., works.....lb. 1.60 - 1.63
tech., dms., works.....lb. .17 - —

Sulphuric, 60° clys., c.l., E. works. .....100 lbs. 1.25 - —
l.c.l., E. works.....100 lbs. 1.50 - 2.20
tanks, E. works.....ton.12.25 - —
66° clys., c.l., E. works....100 lbs. 1.50 - —
l.c.l., E. works .....100 lbs. 1.75 - 2.45
tanks, E. works.....ton.15.00 - —
98%, tanks, E. works.....ton.16.00 - —
CP, N.F., consumers clys., extra..lb. .08 - —
9-lb. bots., cs., extra.....lb. .10 - —
dealers, clys., extra.....lb. .06½- —
9-lb. bots., cs., extra.....lb. .08½- —
fuming, 20%, tanks, E. works..ton.18.00 - —

Tallow, dist., dms.....lb. .20¾- .21¼

Tannic, tech., 60-62%, dms.....lb. .68 - .69
70-72%, dms. .....lb. .80 - .85
75-76%, dms. .....lb. .86 - .90

USP, fluffy, bbls., 1,000-lb. lots..lb. 1.45 - —
smaller lots.....lb. 1.47 - 1.55
powder, bbls., 1,000-lb. lots....lb. 1.35 - —
smaller lots .....lb. 1.30 - 1.50

Tartaric, USP, bbls., 10,000 lbs., 1 ship't..lb. .41½- —
smaller lots.....lb. .42 - —
dms .....lb. .44 - .45
kgs. .....lb. .42½- —

Thioglycolic, refined, bbls., clys., basis 100%...lb. 1.95 - 2.00
tech., bbls., clys., basis 100%..lb. 1.40 - —

Tobias, bbls. .....lb. .62 - —

Trichloroacetic, bots.....lb. 2.00 - 2.50

Toluenesulphonic, dms., works....lb .20 - —

Tungstic, tech., 100-lb. pkgs.....lb. 2.65 - —

Aconite leaves, bis .....lb. .60 - .65

Root, bis. .....lb. .90 - .95

Aconitine, amorph., mild, bots.....oz.32.50 - —
cryst., potent., bots.....oz.85.00 - —

Acacia—Alizarin

Acrylonitrile, dms., c.l., works.....lb. .30½- —
l.c.l., works .....lb. .35 - .42
tanks, works .....lb. .29½- —

Adeps lanae (see Lanolin).

Adonis vernalis herb, bls.....lb. .60 - .66

Agar .....lb. 3.25 - 3.50

Agaric, white bls. .....lb. 2.75 - 3.00

Agrimony herb, bls.....lb. .40 - .45

Albumen (egg), edible, flake, bbls...lb. 2.65 - 2.70
powd., bbls. .....lb. 2.70 - 2.75
tech., cryst., bbls.....lb. 1.55 - 1.60

Albumin, blood, dark (see Blood, dried, soluble)
light, dms., l.c.l.....lb. .70 - .76

Egg (see Albumen).

Alcohol, allyl, dms., c.l., dlvd.....lb. .26½- —
l.c.l., dlvd .....lb. .27 - —
tanks, dlvd. .....lb. .25 - —

Amyl, ex pentane, dms., c.l., frt. alld. E. of Miss..lb. .18 - —
l.c.l., frt. alld. E. of Miss..lb. .19 - —
tanks, frt. alld. E. of Miss....lb. .17 - —
(see also Fusel oil, ref.)

Benzyl, cns.....lb. .72 - .80

dms. .....lb. .68 - .85

Butyl, normal, ferment. Ill., Ind. prod., dms., c.l., frt. alld..lb. .33 - —
l.c.l., frt. alld. E.....lb. .34 - —
tanks, frt. alld. E.....lb. .31½- —
tankwagon frt. alld. E....lb. .32 - —
other production, dms., c.l., frt. alld. E...lb. .33 - —
l.c.l., frt. alld. E.....lb. .34 - —
tanks, frt. alld. E.....lb. .31½- —
synthetic, dms., c.l., frt. alld. E...lb. .18½- —
l.c.l., frt alld. E.....lb. .19½- —
tanks, frt. alld. E.....lb. .17 - —

Normal butyl alcohol prices in West, ½c. per lb. higher

secondary, dms., c.l., dlvd.....lb. .12 - .13¼
l.c.l., dlvd. .....lb. .12½- .14
tanks, dlvd. .....lb. .10½- .12
tertiary, dms., c.l.....lb. .13½- —
l.c.l., dms. .....lb. .14 - —
tanks .....lb. .12 - —

Capryl, dms., c.l., works.....lb. .26 - —
l.c.l., works. .....lb. .27 - —
tanks, works .....lb. .24½- —

Ceityl, dom., CP., fiber cns., 1,000 lbs..lb. 2.25 - —
smaller lots .....lb. 2.30 - 2.55

Cinnamic, bots. .....lb. 2.80 - 3.35

Denatured, CD12, CD13, CD14, dms., dlvd. E. of Miss. R..gal. .94½- —
l.c.l., dlvd. E. of Miss. R.gal. .98½- 1.03½
tanks, dlvd. E. of Miss. R...gal. .87½- —
Tankcar sales require written authorization by Alcohol Tax Unit

SD1, 190 pf., dms., c.l., dlvd. E. of Miss. R..gal. .95 - —
l.c.l., same basis.....gal. .99 - 1.04
tanks, same basis.....gal. .88 - —

SD2B, dms., c.l., dlvd. E. of Miss. R..gal. .95 - —
l.c.l., same basis.....gal. .99 - 1.04
tanks, same basis.....gal. .88 - —

SD23H, dms., c.l., dlvd. E. of Miss. R..gal. .93½- —
l.c.l., same basis.....gal. .97½- 1.02½
tanks, same basis.....gal. .86½- —

SD29, denatured with acetaldehyde, dms., c.l., dlvd. E. of Miss. R..gal. .96 - —
l.c.l., same basis.....gal. 1.00 - 1.05
tanks, same basis.....gal. .89 - —
When any of the several SD29 denaturants is supplied by the purchaser, the prices are the same as those of SD21 plus 1½c. per gal. denaturing charge.

Special solvent, dms., c.l., dlvd. E. Miss R..gal. .95½- —
l.c.l., same basis.....gal. .99½- 1.04½
tanks, same basis.....gal. .88½- —
Tankcar sales require written authorization by Alcohol Tax Unit.

Diacetone, acetone free, dms., c.l., dlvd..lb. .13½- .14½
l.c.l., dlvd. .....lb. .14 - .15½
tanks, dlvd. .....lb. .12 - .13
tech., dms., c.l., dlvd.....lb. .14 - —
l.c.l., dlvd.....lb. .15 - —
tanks, dlvd.....lb. .12½- —

Ethyl, 190 pf., dms., c.l., dlvd. E. Miss R..gal.18.05 - —
l.c.l., same basis.....gal.18.09 -18.14
tanks, same basis.....gal.17.98 - —
absolute, dms., c.l., same basis. .....gal.19.02 - —
l.c.l., same basis.....gal.19.06 -19.11
tanks, same basis.....gal.18.95 - —

Ethylhexyl, dms., c.l., works.....lb. .29½- —
l.c.l., works .....lb. .30½- —
tanks, works .....lb. .28½- —

Furfuryl, tech., cns., works.....lb. .30 - —
dms., c.l., works.....lb. .21½- —
l.c.l., works .....lb. .23 - —
tanks, works .....lb. .18 - —

Isoamyl (see Carbinol, Isobutyl).

Isobutyl, refd., dms., works.....lb. .13 - —
tanks, works.....lb. .12 - —

Isopropyl, refd., 91% dms., incl., c.l., dlvd..gal. .56½- —
l.c.l., dlvd.....gal. .59½- —
tanks, dlvd.....gal. 41 - —
99% dms., incl., c.l., dlvd.....gal. .54½- —
l.c.l., dlvd.....gal. .57½- —
tanks, dlvd.....gal. .45 - —

Methyl (see Methanol).

Methylamyl (see Carbinol, methyl-isobutyl).

Octyl, perfumer's grade, bots.....lb. 5.50 - —

Phenylethyl, cns. .....lb. 1.50 - 2.50

Polyvinyl, type A, fiber-pack, Niagara Falls..lb. .65 - .70
type B, fiber-pack, same basis..lb. .60 - .68

Propyl, normal, dms., c.l., works.lb. .12½- —
l.c.l., works.....lb. .13 - —
tanks, works.....lb. .11 - —

Salicyl (see Saligenin).

Tetrahydrofurfuryl, cns., Cedar Rapids, Ia..lb. .47 - —
dms., c.l., Waverly, N. Y.....lb. .40 - —
l.c.l., same basis.....lb. .44 - —
tanks, Niagara Falls, N. Y.....lb. .36 - —

Aldol, 95%, dms., works.....lb. .15 - .18
denaturing grade, dms.....gal. 1.35 - 1.48

Aletris root, bgs.....lb. 1.85 - 1.90

Algin, bbls., fib. dms.....lb. .70 - 1.00

Alizarin (see Red, alizarin).

Alkanet Root—Apomorphine

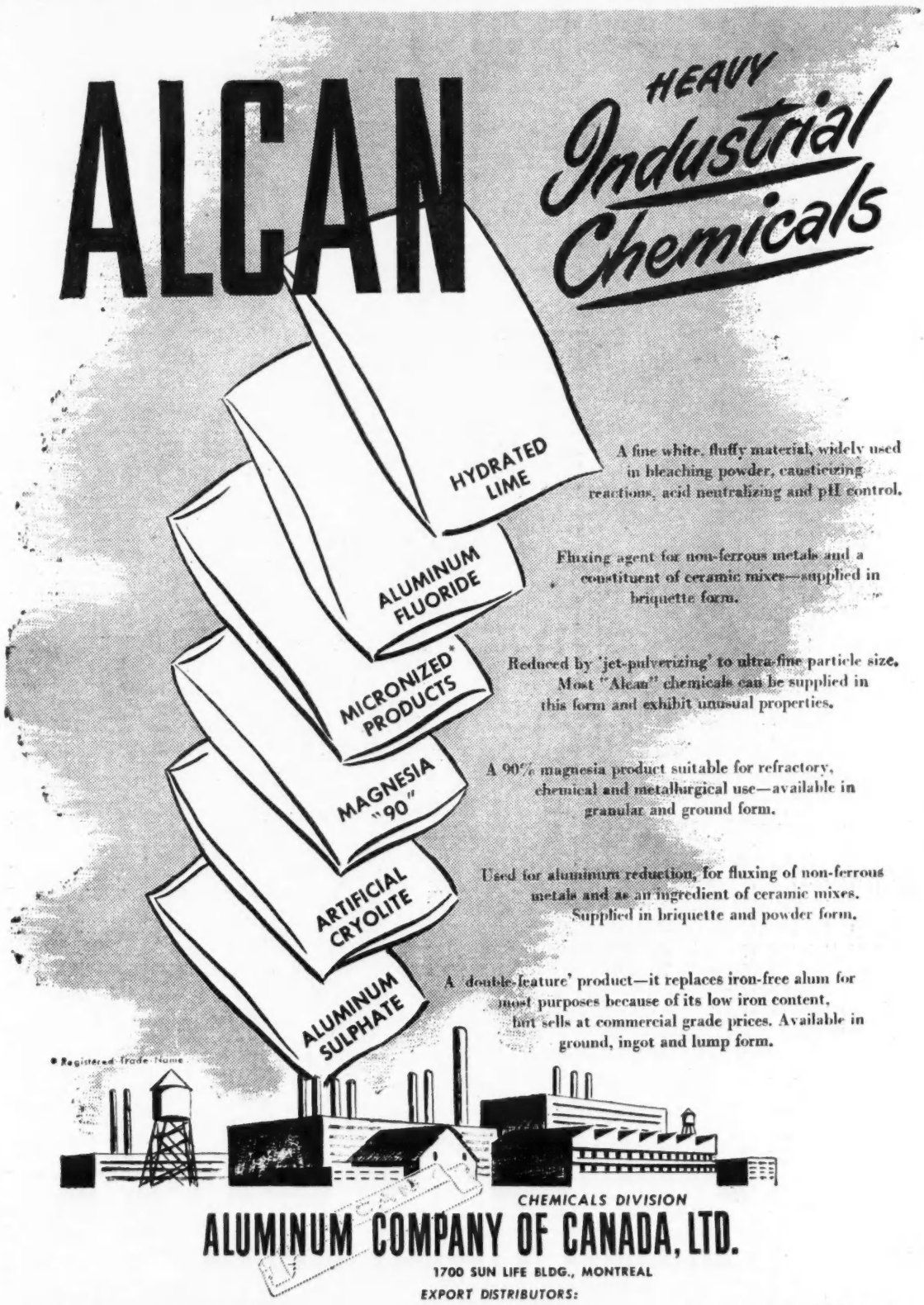
Alkanet root, bgs.....lb. .70 - .75
Allspice, Jamaica (see Pimento).
Mexican, bgs. .....lb. .14½- 15
Allyl bromide, cbys., 5,000 lbs., works. lb. .99 - —
smaller lots, works.....lb. 1.05 - 1.10
Chloride, dms., c.l., dlvd.....lb. .14 - —
l.c.l., dlvd.....lb. .14½- —
tanks, dlvd.....lb. .12½- —
Aloe, Cape, cs.....lb. .30 - .31
Curacao, kgs.....lb. .35 - .36
Socotrine, kgs.....lb. .35 - .36
Aloin, bbls., dms., kgs.....oz. 3.75 - 4.05
Alphacellulose, bgs., c.l., works....lb. .64 - .15
Alphanaphthol, bbls. .....lb. .63 - .70
Alphanaphthylamine, bbls. .....lb. .38 - .38¾
Alphanaphthylthiourea, 93-98%, fib. dms., works, frt. alld..lb. 4.03 - 4.40
Alphanitronaphthalene, bbls. .....lb. .34 - —
Alphapicoline, ret. dms., works, frt. equald..lb. .27½- .30
Alphapinene, tanks, S. works.....gal. .47 - —
Alphaterpineol, dms., l.c.l., dlvd. E.lb. .18 - —
Alphatocopherol, ampuls.....kilo.750.00 - —
Althea root, NF, peeled, bls.....lb. .35 - .40
Alum, ammonia, burnt, USP, bbls. lb. .16 - 18
gran., bbls., works.....100 lbs. 3.80 - —
lump, bbls., works.....100 lbs. 4.05 - —
powd., bbls., works.....100 lbs. 4.20 - —
Potash, gran., bbls., works...100 lbs. 4.05 - —
lump, bbls., works.....100 lbs. 4.25 - —
powd., bbls., works.....100 lbs. 4.15 - —
Potash-chrome, bbls.....lb. 12½- 15
Soda, bbls., c.l., works.....100 lbs. 3.25 - —
l.c.l., dlvd.....100 lbs 4.25 - 5.00
Alumina, calcined, bgs., c.l., works..lb. .07½- —
l.c.l., works.....lb. .08½- .09¾
crystalline (see Aluminum oxide).

Aluminum acetate, basic solution, 24%, bbls., l.c.l., works..lb. .11 - —
20%, bbls., l.c.l., works.....lb. .10 - —
Chloride, anhyd., com'l, dms., c.l., works..lb. .10 - .11
l.c.l., works.....lb. .10½- —
cryst., com'l, dms., c.l., works..lb. .06 - —
l.c.l., works.....lb. .06½- .06¾
solution, 32°, cbys., c.l., works...lb. .02¾- —
l.c.l., works.....lb. .03¼- —
Fluoride, tech., anhyd., bbls., c.l., frt. equald..lb. .09½- —
Formate, basic solution, cks., c.l..lb. .09½- —
l.c.l., works.....lb. .10 - —
Hydrate, heavy, bgs., c.l., frt. equald. ton.52.00 -56.00
l.c.l., works .....ton.72.00 - —
light, bgs., dlvd. .....lb. .17 - —
Hydroxide gel, tech., min. 15% Al (OH_3), dms. 10,000 lbs. or more, f.o.b ship't point....lb. .03 - .03½
ton lots, same basis .....lb. .03½- .05½
smaller lots, same basis....lb. .03¾- .04
14-15% Al_2O_3, fib. dms., works. lb. .20¾- —
contract, works .....lb. .19¾- —
9-9½% Al_2O_3, fib. dms., works. lb. .17¾- —
contract, works.....lb. .16¾- —
dried, USP XII, fib. dms., works. lb. .78 - —
contract, works.....lb. .75 - —
powder, tech. (see Aluminum hydrate).
USP IX obls., dms.....lb. .15 - .17
Laurate, precip bbls.....lb. .42 - —
Linoleate, solid, bbls.....lb. .48 - —
Metal, 98-99⅔, ingots, 10,000 lbs..lb. .15 - —
pigs, 10,000 lbs.....lb. .14 - —

Aluminum naphthenate, liquid, dms., dlvd..lb. .24½- —
Oleate, dms., contract.....lb. .43¾- —
Oxide, amorphous (see Alumina, calcined).
cryst., flour, classified, 8-240 mesh, dms., frt. alld..lb. .14 - .15
kgs., ton, frt. alld.....lb. .12½- —
smaller lots, frt. alld...lb. .13 - .15
280-400 mesh, dms., frt. alld.lb. .32 - .38
kgs., frt. alld.....lb. .31 - —
500 mesh, dms., frt. alld.....lb. .35 - .37
kgs., frt. alld.....lb. .34 - —
600 mesh, dms., frt. alld..lb. .51 - .53
kgs., frt. alld.....lb. .50 - —
optical, floated, kgs., dlvd....lb. .36 - .86
unclassified, dms., frt. alld..lb. .16 - .17
kgs., frt. alld.....lb. .15 - —
Aluminum oxide flour prices W. of Denver ½c. per lb. higher.

Paste, lining, extra fine, dms. ..lb. .56 - .63
standard, dms. .....lb. .38 - .43
Powder, lining, extra fine, dms....lb. .93 - —
litho, dms.....lb. .47 - .62
standard, dms. .....lb. .62 - —
rubber comp., dms.....lb. .47 - —
unpolished, stand., dms.....lb. .43 - .44
varnish, stand., dms.....lb. .47 - —
Aluminum powder and paste prices are f.o.b. shipping point. Add 1c. per lb. for 100-lb. dm., 1½c. per lb. for 50-lb. dm., 3c. per lb. for 10-lb. can, and 5c. to 12c. per lb. for smaller containers. Deduct 1c. per lb. for single shipment of 400 to 1,499 lbs., 2c. for 1,500 to 4,999 lbs., 3c. for 5,000 to 29,999 lbs., and 4c. for 30,000 lbs. or more. Where destination is within the continental U. S., a deduction equivalent to the lowest available common carrier, transportation rate will be made from sellers' invoice on orders of 200 lbs. or over.
Resinate, precip., dms.....lb. .20½- —

Aluminum stearate, dibasic, ctns., c.l. lb. .44 - —
l.c.l. .....lb. .45 - —
monobasic, ctns., c.l.....lb. .44 - —
l.c.l. .....lb. .45 - —
tribasic, ctns., c.l.....lb. .49 - —
less ton quantities.....lb. .50 - .51
Sulphate, com'l, bgs., c.l., works, frt. equald..100 lbs. 1.15 - 1.20
l.c.l., same basis.....100 lbs. 1.40 - 1.50
bbls., c.l., same basis....100 lbs. 1.55 - 1.60
l.c.l., same basis.....100 lbs. 1.95 - 2.00
iron-free, bgs., c.l., works..100 lbs. 1.95 - 2.25
l.c.l., works.....100 lbs. 2.35 - 2.50
Trihydrate, heavy (see Aluminum hydrate).
Ambergris, gray, tins.....oz. 8.50 -12.00
Aminoazotoluene, bbls. .....lb. .85 - —
Aminoethylpropanol, cns., dms., works, b. .60 - .69
Aminoethylethanolamine, tanks, works, lb. .60 - —
Aminopyrine, bots., dms.....lb. 5.50 - 5.60
Ammonia, anhydrous, fertilizer, tanks, works, frt. equald..ton.59.00 -70.00
pure, cyls., extra.....lb. .16 - —
refrigeration, tanks, works....ton.61.50 - —
Aqua, dms., c.l., works.....lb. .03 - .03¼
l.c.l., works.....lb .03½- —
tanks, works (NH_3 content)....ton 65.00 - —
Ammoniac gum (see Gum, ammoniac),
Sal, gray, bbls., c.l., works..100 lbs. 7.00 - —
l.c.l., works.....100 lbs 7.40 - —
white, gran., bbls., c.l., works.. 100 lbs. 4.75 - —
l.c.l., works.....100 lbs. 5.15 - —
Ammonium acetate, purified, dms...lb. .39 - .40
reagent, jars .....lb .61 - .63
Benzoate, USP, dms., kgs., 1,000 lbs., frt. alld..lb. .80 - —
smaller lots, frt. alld.....lb. .81 - 1.08
Bifluoride, bbls., c.l., works.....ton.320.00 - —
ton lots, works.....ton.338.50 - —
less ton lots, works.....ton.343.50 - —
Bicarbonate, dms., works, c.l.....lb. .064 - .0973
Bichromate, bbls., works.....lb. .26 - .30
Bifluoride, dms., frt. alld. E.....lb. .15½- .16¾
Bromide, gran., NF, bbls.....lb. .36 - .37
cms. .....lb. .37 - .40
powdered ammonia bromide 10c. per lb. higher.
Carbonate, USP, lump, dms.....lb. 16¼- .17
powdered, 1c. per lb. higher.
Chloride, tech. (see Ammoniac, sal).
USP, bbls., dms., kgs.....lb. .13 - .15
Citrate, dibasic, bbls.....lb. .75 - —
cms. .....lb. .80 - .85
Fluoride (see Bifluoride).
Hydroxide (see Ammonia aqua).
Hypophosphite, NF, drs.....lb. 1.25 - 1.27
Iodide, NF, jars.....lb. 3.80 - 3.96
Linoleate, plastic, 80% dms., works.. lb. .40½- —
kgs., works.....lb. .42½- —
20%, dms., frt alld. zone 1...lb. .21½- —
tech., bbls., works.....lb. .37 - —
cms., works.....lb. .39 - —
Molybdate, CP, cryst., kgs.....lb. 1.26 - 1.30
fine cryst., bbls., kgs.....lb. .84 - .87
purified, dms.....lb. 1.10 - 1.13
Nitrate, fertilizer grade, Canadian, 33.5% N, bgs., c.l., shipping point...ton.29.50 - —
com., bgs., western works....ton.50.00 -52.50
Nitrate-dolomite, 20.5% N, bgs., Hopewell, Va...ton.37.50 - —
Oleate, dms. .....lb. .39½- —
Oxalate, fine gran., bbls.....lb. .23 - —
cms. .....lb. .25 - .29
Pentaborate, gran., bbls., c.l., works. ton.230.00 - —
ton lots, works.....ton.218.50 - —
less ton lots, works.....ton.253.50 - —
Ammonia pentaborate powder, $10 per ton higher.
Perchlorate, kgs.....lb. .25 - —
Persulphate, kgs.....lb. .25½- .28¾
Phosphate, dibasic, NF V, bbls., kgs. lb. .37 - .39
tech., bgs., c.l., works.....lb. .07 - —
l.c.l., works.....lb. .07½- —
Salicylate, NF, dms., kgs.....lb. 1.25 - —
Silicofluoride, bbls., works.....lb. .12½- —
Stearate, anhydrous, dms.....lb. .31 - —
paste, dms.....lb. .09½- —
Sulphamate bbls., dms., works...lb. .18 - .20
Sulphate, bulk, producing ovens..ton.38.00 -40.00
Sulphide, liquid, 40-45% basis, 100% dms., c.l., works..lb. .10 - —
l.c.l., works.....lb. .10½- —
tanks, dlvd. or frt. alld....lb. .08½- —
Sulphocyanate, pure, dms., jars...lb. .63 - .71
Sulphocyanide, tech., bbls., c.l., works..lb. .13 - —
l.c.l., bbls., works.....lb. .14 - .17
Thiocyanate (see Ammonia sulphocyanide).
Thioglycolate, highly purified, 100% basis, bbls..lb. 7.10 - 8.25
Amyl acetate, ex fusel oil, tech., dms., c.l., dlvd..lb. .30½- —
l.c.l., dlvd. .....lb. .31½- —
tanks, dlvd. .....lb. .29 - —
ex pentane, dms., c.l., frt. alld. lb. of Miss. R..lb. .24 - —
l.c.l., same basis.....lb. .25 - —
tanks, same basis.....lb. .23 - —
Alcohol (see Alcohol, amyl).
Butyrate, dms.....lb. .90 - 1.00
Chloride, mixed, tech., dms., c.l., works..lb. .07 - —
l.c.l., works.....lb. .08 - —
tanks, works.....lb. .06 - —
Ether (see Ether, amyl).
Nitrite, USP, bots.....lb. 1.75 - 1.88
Mercaptan, dms., works.....lb. 1.10 - —
Salicylate, cns. .....lb. .77 - 1.00
Stearate, dms., works.....lb. .42 - .45½
Acethol, com'l, dms., works.....lb. .50 - —
NF, dms.....lb. .60 - 1.40
Angelica root, dom. (atropurpurea), bls..lb. 1.10 - 1.15
imported, bls.....lb. 1.50 - 1.60
Angostura bark, bls.....lb. .55 - .60
Anilin oil, dms., c.l., works, frt. alld. lb. .15 - —
l.c.l., works, frt. alld.....lb. .16 - —
tanks, works, frt. alld.....lb. .14 - —
Salt, dms., works.....lb. .24 - .26
Anise, Argentine, bgs.....lb. No stocks
Chinese, Star .....lb. .14½- .15
Cyprus, bgs. .....lb. .22 - .22½
Mexican, bgs. .....lb. No stocks
Syrian, bgs., futures.....lb. .20 - .20½
Anisic aldehyde, bots., cns.....lb 2.27 - 3.35
dms .....lb. 2.92 - 2.75
Annatto paste, bxs.....lb. .34 - .37
Seed, bgs.....lb. .19 - .20
Anthracene, 80-85%, bbls., works....lb. .60 - .86
98%, bbls., works.....lb. .81 - 1.00
Anthraquinone, 99.5%, bbls.....lb. .70 - —
Antimony butter (see Antimony chloride).
Chloride, solut., cbys.....lb. .17 - —
Metal, bulk, c.l., mines.....lb. .33 - .33½
Needle, cs.....lb. No stocks
Oxide, ceramic grade, bgs., c.l., dlvd..lb. .29½- —
l.c.l., dlvd.....lb. .30½- —
paint grade, bgs., c.l., works....lb. .33½- .34
l.c.l., works.....lb. .34½- .35
Salt, 65%, bgs., c.l., dlvd. E. of Miss. lb. No stocks
Sulphide, 65-70%, bbls., c.l., works lb. .22 - —
l.c.l., works.....lb. .21 - —
Antipyrine, bbls.....lb. 2.35 - 2.45
Apomorphine, bots. .....oz.23.20 -23.70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Reduced by 'jet-pulverizing' to ultra-fine particle size. Most "Alcan" chemicals can be supplied in this form and exhibit unusual properties.
A 90% magnesia product suitable for refractory, chemical and metallurgical use—available in granular and ground form.
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Archil Extract—Blue, Soda

Archil extract, bbls.....lb. No stocks
Areca nuts, powd., bbls.....lb. 22 - 23
Arecoliae hydrobromide, bots.....oz. 6.10 - 7.10
Antimony-potassium tartrate (see Tartar emetic)
Argols, min. 70%, bgs., shipment ports, per 100 kilos (100% purity).18.00 - —
Arnica flowers, bls.....lb. .95 - 1.00
Arrowroot, powd., bgs., bbls.....lb. 16 - 17
Arseric, metal, lump, bbls., c.l.....lb. No stocks
Sulphide, yellow, bbls.....lb. No stocks
Trioxide (see Acid, arsenous).
White, powd., bbls., c.l.....lb. 06½- —
l.c.l.....lb. 08 - 09
Asafetida, es.....lb. 35 - 36
powd., bbls., dms.....lb. 50 - 53
Asbestine (see Talc, fibrous, N. Y.)
Asbestos fiber, 5D and 5K, bgs., c.l. (20 tons). Can. mines. ton.76.50 - —
5R, bgs., c.l. (20 tons), same basis, ton.68.50 - —
6D, bgs., c.l. (30 tons), same basis, ton.51.00 - —
7D, bgs., c.l. (30 tons), same basis, ton.46.50 - —
7F, bgs., c.l. (30 tons), same basis, ton.41.00 - —
7K, bgs., c.l. (30 tons), same basis, ton 31.00 - —
7M, bgs., c.l. (30 tons), same basis, ton.27.50 - —
7R, bgs., c.l. (30 tons), same basis ton 26.50 - —
7RF, bgs., c.l., same basis...ton 27.00 - —
7F, bgs., c.l., same basis.....ton 25.50 - —
7TF, bgs., c.l., same basis.... ton 25.00 - —

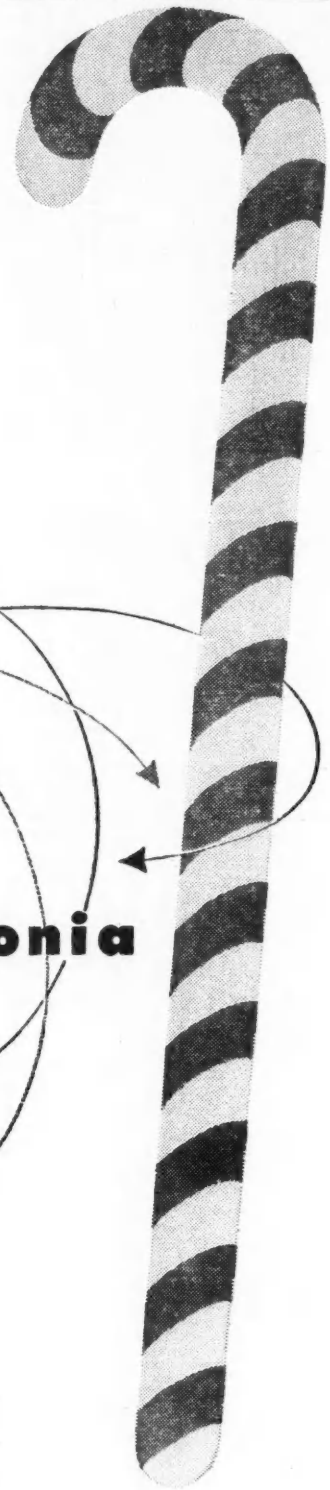
Asphaltum, California, dms., c.l. ton.36.40 - —
l.c.l.....ton.41.40 - —
Cuban, A, bulk, c.l.....ton 60.00 - —
l.c.l.....ton 90.00 - —
B, bulk, c.l.....ton.38.50 - —
l.c.l.....ton.55.00 - —
Gilsonite, brilliant black, selects 270°-295° F fus. pt., bgs., f.o.b. Colo. mines, ton.36.50 - —
seconds, 300°-320° F fusing point, not uniform, bgs. mines ton 29.00 - —
fet. bgs. ton lots, gross weight, Colo. mines ton 29.00 - —
Manjak, No. 10, crude, dms., works, lb. 06½- —
process form, bgs., works ....lb. 05½- 12
Mexican, refd., dms., f.o.b. Tampico, metric ton 27.50 —
South American, refd., dms., c.l., N. J. refy. ton.22.00 -23.00
l.c.l., same basis.....ton 24.00 -25.00
tanks, same basis.....ton 15.00 - —
Atropine, bots.....oz. 10.80 -12.00
Sulphate, bots.....oz. 8.90 9.85

B

Balm of Gilead buds, bgs.....lb 2.25 - 2.50
Barbasco root (see Cube root).
Barberry root bark, bgs.....lb. 78 - 80
Barbital, dms.....lb 4.50 - —
Sodium, dms.....lb 4.75 - —

Barium carbonate, precip., bgs., 10 tons and up, works..ton.67.50 -75.00
small lots, works.....ton.74.50 -82.00
Chlorate, kgs., works.....lb. .25½- .31
Chloride, NF, cryst., dms.....lb. .25 - .27
pure, bbls., kgs.....lb. .10 - .12
tech., bgs., c.l., works.....ton.85.00 - —
l.c.l., works.....ton.95.00 - —
Dioxide, dms., c.l., works.....lb. .12 - —
l.c.l., works.....lb. .12 - —
Fluoride, bbls.....lb. .14 - —
Hydrate, crystals, bgs.....lb. .09 - .09½
Hydroxide, bbls. works.....lb. .19 - —
Iodide, bots.....lb. 5.12 - —
Monoxide (see Oxide)
Nitrate, bbls., c.l., works.....lb. .11½- —
l.c.l., works.....lb. .13 - —
Oxide, grd., dms., works.....lb. .11 - .11½
l.c.l., works.....lb. 12½- .13½
Peroxide (see Dioxide)
Silicofluoride, bbls.....lb 17 - 19
Stearate, ctns., 1-ton up.....lb. 48 - 49
smaller lots.....lb. 50 - 51
Sulphate, tech. (see Barytes and Blanc fixe)
X-ray, bbls.....lb 11 - 13
Sulphide, dms., c.l., works.....ton 55.00 - —
l.c.l., works.....ton 70.00 - —
Barytes ore, approx. 94% $BaSO_4$, bulk, mines, ton. 9.40 -12.50
Barytes, water-grd., paper bgs., c.l. St. Louis. ton.33.30 - —
l.c.l., same basis.....ton.35.10 - —
ex whse., N. Y.....ton.16.25 - —
Southern off-color, bgs. mines....ton.19.00 - —
95.75%, bgs., mines.....ton 20.00 - —
Barberry bark, bgs.....lb. 12 - .13
Bay leaves (see Laurel leaves)

Belladonna leaf, bls.....lb. 1.40 - 1.50
Root, bls.....lb. 65 - 70
Bauxite, bulk, mines.....ton. 8.50 -10.00
Bentonite, 200 mesh, bgs., works..ton 11.00 - —
Benzaldehyde, NF, dms.....lb. 68 - 90
tech., cbys., dms.....lb. 45 - 55
Benzene (see Benzol).
Hexachloride, tech., 11% gamma bgs., dms., c.l., works..lb. .35½- .42½
l.c.l., works.....lb. .379 - .474
dust, dry, 50%, distributors, dms., c.l., dlvd..lb. .22½- —
l.c.l., dlvd.....lb. .23½- —
wet, 50%, distributors, dms., c.l., dlvd..lb. .23½- —
l.c.l., dlvd.....lb. .24½- —
Benzidin base, bbls.....lb .85 - —
Benzocaine, cns.....lb 3.50 - 3.85
Benzol (benzene), pure, nitration and 90%, dms. ret., works..gal. 27 - 29
tanks, E. of Omaha, frt. alld. up to 2c..gal 21 - —
W. Coast, Minnequa, Colo., same basis..gal 21 - —
Benzophenone, dms.....lb 1.30 - 1.70
Benzoyl chloride, cbys.....lb .20 - 28
l.c.l., works.....lb. 22½- —
Peroxide, pure, flb. ctns., works...lb 90 - 1.05
Benzyl acetate, f.f.c., dms.....lb. 60 - 1.00
dms.....lb 60 - 70
Alcohol (see Alcohol, benzyl).
Benzoate, f.f.c., cns., dms.....lb 1.00 - 1.40
Chloride, tech., cbys., c.l., works, frt equald..lb. 19 - .21½
l.c.l., same basis.....lb. 20 - .22½
Cinnamate, cns.....lb 3.65 - 4.00
Formate, cns.....lb 1.95 - 3.50
Propionate, bots.....lb 1.85 - 2.30
Salicylate, bots.....lb 1.80 - 2.25
Benzylidinacetone, bots.....lb 1.85 - 2.70
Benzylisoeugenol, bots.....lb. 9.50 - —
Berberine bisulphate, cns.....lb. No stocks
Hydrochloride, bots.....lb. No stocks
Sulphate, cns.....lb. No stocks
Berberis root, bls.....lb. 30 - 35
Betagammapicolin, dms., c.l., works, lb. 23½- —
l.c.l., works.....lb 24 - —
Betanaphthol, resublimed, dms., works lb. 75 - —
tech., bbls., c.l., works.....lb. 27½- .30
l.c.l., works.....lb. 29½- .32
Benzoate, flb. dms., works.....lb. 1.75 - —
Salicylate, dms.....lb. 5.00 - —
Betanaphthylamine, tech., bbls., works, lb. .62 - .70
Betapicolin, 90%, ret. dms., c.l., works, lb. 1.35 - —
l.c.l., works.....lb. 1.70 - —
Beth root, bls.....lb 50 - .55
Biotin, cryst.....gram.12.50 - —
Bismuth chloride, jars.....lb. 4.60 - —
Citrate, USP VIII, jars.....lb. 3.12 - —
Hydroxide, dms.....lb. 4.00 - —
Metal, bxs., ton lots.....lb. 2.00 - —
Nitrate, cryst., jars.....lb. 1.70 - —
Oxychloride, cns., dms.....lb. 3.70 - —
Oxide, anhydrous, dms.....lb. 4.20 - —
Subcarbonate, USP, dms.....lb. 2.90 - 2.63
Subgallate, NF, flb. dms.....lb. 2.45 - 2.48
Subiodide, flo, dms.....lb. 4.13 - —
Subnitrate, USP, dms.....lb. 2.15 - 2.18
Subsalicylate, USP, dms.....lb 3.05 - —
Sulphocarbolate, flb. dms.....lb 4.05 - —
Bismuth ammonium citrate, USP, powd., dms..lb. 3.70 - —
Black, acetylene, bgs., c.l., works..lb. 13½- —
es., l.c.l., ship. point.....lb. .17 - 18
Bone, bgs., bbls., l.c.l., dlvd.....lb. 14½- .22½
Carload price is ½c. per lb. under the above schedule, with deliveries to the Pacific Coast, ex dock or whse., 1½c. per lb. higher.
Carbon, channel, beads, bulk, c.l., works..lb. 07 - —
bgs., c.l., works.....lb. 07.2- —
l.c.l., dlvd. or whse.....lb. 11½- .117
uncompressed, regular, bgs., c.l., works..lb. 08 - —
bgs., ctns., l.c.l., dlvd. or whse..lb. 13½- —
furnace, fast extruding, bgs., c.l., works..lb. 05½- —
ctns., l.c.l., whse.....lb. .09½- —
high modulus, bgs., c.l., works, lb. 05 - —
ctns., l.c.l., whse.....lb. 09 - —
semi-reinforcing, bgs., c.l., works, lb. 03½- —
ctns., l.c.l., whse.....lb. 07½- —
very fine, bgs., c.l., works.....lb. .07.2- —
l.c.l., dlvd. or whse.....lb. .1125- .1170
Charcoal (see C).
Graphite (see G).
Iron oxide, synthetic, bgs., c.l., works..lb. .10½- —
l.c.l., works.....lb. .11 - —
Lamp, bgs., c.l., works.....lb. .07 - .30
Mineral, bgs., works.....lb. .9515- .9975
Black ash (see Barium sulphide).
Black dyes (see Dyes).
Black haw root, bark, bls.....lb. .80 - .85
Tree bark, bls.....lb. .35 - .43
Black Indian hemp root, bls.....lb. .55 - .60
Blanc fixe, dry, by-product.. bgs., c.l., works..ton.75.00 - —
l.c.l., works.....ton.82.50 - —
direct process, bgs., c.l., works... ton.85.00 - —
l.c.l., works.....ton.90.60 - —
N. Y. whse.....ton.108.00 -120.00
bbls., c.l., works.....ton.90.00 - —
l.c.l., works.....ton.95.00 - —
N. Y. whse.....ton.113.00 - —
pulp, 66⅔%, bbls., c.l., works..ton.65.00 - —
l.c.l., same basis.....ton.71.00 - —
Bleaching powder, dms., c.l., works.... 100 lbs. 3.75 - —
l.c.l., works.....100 lbs. 4.25 - —
bbls., c.l., works.....100 lbs. 3.50 - —
l.c.l., works.....100 lbs. 4.00 - —
Blood, dried, 16-16½% ammo., bgs..... unit-ton. 6.50 - —
high-grade, unground, 16-17% ammon, bulk, Chicago..unit-ton. 6.50 - —
soluble, bgs., l.c.l.....lb. .17 - .25
Bloodroot, bls.....lb. .75 - .80
Blue, alkali, dry, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. River, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis, lb. 1.00 - —
Toner, bbls., litho flushed, same basis..lb. 1.10 - —
Celestial, bbls., same basis.....lb. .15 - .16
Chinese, bbls., same basis.....lb. .45 - —
Cobalt, genuine, bbls., same basis.lb. 4.00 - —
Imitation (see Blue, ultramarine).
Copper-phthalocyanin, full strength, bbls., same basis..lb. 3.75 - 3.85
50%, bbls., same basis.....lb. 3.00 - 3.40
Iron (see Blue, Chinese, Milori, Potash Prussian, and Soda).
Methyl violet toner, bbls., same basis, lb. 4.20 - —
Milori, bbls., same basis.....lb. .45 - —
Peacock, fugitive, 100% color strength, same basis..lb. .60 - .70
Permanent toner, green shade, molybdic, bbls., same basis..lb. 3.75 - —
Tungstic.....lb. 4.00 - —
Potash, CP, bbls., same basis.....lb. .51 - —
Prussian, bbls., same basis.....lb. .45 - —
soluble, bbls., same basis.....lb. .45 - —
Soda, CP, bronze, bbls., same basis, lb. .89 - —



for ION-EXCHANGE
RESIN REGENERATION
in SUGAR CHEMISTRY
for the PURIFICATION
of sugar

THE PROCESS...The semi-purified sugars flow over synthetic resin beds... Impurities are thereby removed by CHEMICAL ATTACHMENT to the resins... After continuous operation, resins must be regenerated...

FOR REGENERATION of the *anion resin* AMMONIA has been found to be the MOST EFFICIENT REGENERANT... because
...AMMONIA is more *economical*
...AMMONIA is more *available*
...AMMONIA is easier *to store.*

ammonia

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Executive and Sales Offices,
8C Dwight Building, Kansas City 6, Mo.
Works, Pittsburg, Kansas

SPENCER

Blue, ultramarine, cobalt type, dry or pulp, bbls., same basis..lb. .23 - .29
jobbing type, dry, bbls., same basis..lb. .14 - .15
regular types, dry or pulp, bbls., same basis..lb. .19 - .29
Victoria, toner, molybdic, bbls....lb 3.75 - —
Tungstic, bbls.....lb. 2.75 - —
Ink toner, bbls., same basis....lb. 2.05 - 2.12
Violet toner, molybdic, bblz., same basis..lb 1.24 - —
Tungstic, kgs., same basis....lb 2.60 - 2.70

Blue dry colors, divd. prices ½c. higher Ala., Fla., Ga., La. (Shreveport, 1½c.., Miss., N. C., S. C., Tenn., Tex. (El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph, 1.6c. higher, Pac. Coast, Denver, Pueblo, Salt Lake City, Wichita, frt. equalized with Chicago.

Blue dyes are listed under Dyes.
Bluefing, root, bls.....lb. No stocks
Bluestone (see Copper sulphate).
Blue vitriol (see Copper sulphate).
Boldo leaves, bls.....lb. .09 - .11
Bone, raw, bulk, Chicago.....ton 75.00 - —
junk, bulk, same basis.....ton 50.00 -52.00
Meal, raw, 4½% ammon., 50% phos., bgs., E. works..ton 65.00 - —
Chicago, works..ton 60.00 - —
steamed, feeding grade, 1% ammon., 60% phos., bgs., E. works..ton 65.00 - —
Chicago, works..ton 65.00 - —
fertilizer grade, 3% ammon., 50% phos., bgs., E. works..ton 60.00 - —
Chicago, works..ton 60.00 - —
Phosphate, defluorinated (see D) precipitated (see Calcium phosphate tribasic precip)
Boneset leaves, bls.....lb. .17 - .18
Borage flowers, bls.....lb. .55 - .56
Borax, tech., 99½%, cryst., paper bgs., c.l., works, frt. split..ton 74.50 - 76.00
ton lots, ex whse., N. Y. or Chi..ton 94.20 -99.50
less ton lots, same basis..ton 99.20 -99.50
bbls., c.l., works, frt. split..ton 94.50 - —
ton lots, ex whse., N. Y. or Chi..ton 114.20 -114.50
less ton lots, same basis..ton 119.20 -119.50
fine gran., bulk, works.....ton 44.50 -47.50
paper bgs., c.l., works, frt. split..ton 48.50 - —
ton lots, ex whse., N. Y. or Chi..ton 68.20 -68.50
less ton lots, same basis..ton 73.20 -73.50
bbls., c.l., works, frt. split..ton 68.50 - —
ton lots, ex whse., N. Y. or Chi..ton 88.20 -88.50
less ton lots, same basis..ton 93.20 -93.50
powdered, paper bgs., c.l., works, frt. split..ton 53.50 - —
ton lots, ex whse., N. Y. or Chi..ton 73.20 -73.50
less ton lots, same basis..ton 78.20 -78.50
bbls., c.l., works, frt. split..ton 73.50 - —
ton lots, ex whse., N. Y. or Chi..ton 93.20 -93.50
less ton lots, same basis..ton 98.20 -98.50

Borax packed in kgs. is $40 per ton higher than borax packed in paper bags. USP, $15 per ton higher.

Bordeaux mixture, bgs., c.l., works, frt. alld, or nearest whse. point..lb. .15 - .21
l.c.l., same basis.....lb. .16 - .23
Bornyl thiocyanoacetate (see Isobornyl thiocyanoacetate).
Brazilwood extract (see Hypernic).
Brimstone (see Sulphur).
Bromine, purified, cs., c.l., frt. alld. E. of Rockies..lb. .21 - —
1,000 lbs., same basis.....lb. .22 - —
single pkgs., same basis.....lb. .28 - —
dms., lead-lined, c.l., divd.....lb. .19 - —
Bromoform, USP, bots.....lb. 1.50 - 1.70
cbys.....lb. 1.42 - —
Bromstyrol, bots.....lb. 4.85 - 6.25
Bronze powder, aluminum (see A).
Gold, litho., cans, dms., works..lb. .50 - .60
moulding, cans, dms., works..lb. .80 - 1.00
printing ink, cans, dms., works, lb. .95 - 1.10
radiator, cans, dms., works...lb. .60 - .65
Broomtop, bls.....lb. .25 - .26
Brown, iron, synth., bgs., l.c.l., works, lb. .12 - .12½
Oxide, metallic, bgs., works.....lb. .06 - .06¼
Sap, crystals, works.....lb. .12 - —
powdered.....lb. .13 - —
Sienna, burnt, paper bgs., c.l., works..lb. .06¾ - .14¾
l.c.l., works.....lb. .09 - .15
raw, paper bgs., c.l., works.....lb. .09 - .12½
l.c.l., works.....lb. .09¼ - .12¾
Umber, burnt, American, c.l., bbls., works..lb. .04¾ - .05¾
l.c.l., bgs., works.....lb. .05 - .06¼
Turkey type, bgs., c.l., Boston, Bethlehem, Easton, Pa., Hiwassee, Va., N. Y..lb. .05¾ - .07¾
l.c.l., works.....lb. .06 - .08
raw, American, bgs., same basis, lb. .03¾ - .06
Turkey type, bgs., same basis lb. .06 - .06¼
Vandyke, bbls., works.....lb. .10 - .12
Brucine, cns., 100 ozs.....oz. .40 - .50
Sulphate, cns., 100 ozs.....oz. .30 - .40
Bryonia root, bls.....lb. .38 - .39
Buchu leaves, bls.....lb. .85 - 1.00
Buckthorn bark, bls.....lb. .32 - .33
cut and sifted, bbls.....lb. .40 - .42
Berries, bgs.....lb. .90 - 1.00
Burdock root, bls.....lb. .25 - .30
Butane, indust., tanks, group 3....gal. .007 - —
Butyl acetate, normal, ferment, Ill., Ind., prod., dms., c.l., works, frt. alld. E. of Miss..lb. .31½ - —
l.c.l., same basis.....lb. .32½ - —
tanks, same basis.....lb. .30½ - —
tankwagons, same basis...lb. .30½ - —
other production, dms., c.l., same basis..lb. .31½ - —
l.c.l., same basis.....lb. .32½ - —
tanks, same basis.....lb. .30 - —
synthetic, dms., c.l., same basis, lb. .19 - —
l.c.l., same basis.....lb. .20 - —
tanks, same basis.....lb. .17½ - —
Normal butyl acetate, W. of Miss., ½c. per lb. higher.
secondary, dms., c.l., divd. E. or Miss..lb. .14½ - —
l.c.l., same basis.....lb. .15 - —
tanks, same basis.....lb. .13 - —
Alcohol (see Alcohol, butyl).
Aldehyde, dms., c.l., works.....lb. .20½ - —
l.c.l., works.....lb. .21½ - —
tanks, works.....lb. .19½ - —
Ether (see Ether, butyl).
Lactate, dms., c.l., frt. alld. E. of Rockies..lb. .45½ - —
l.c.l., same basis.....lb. .46½ - —
tanks, same basis.....lb. .44 - —
Laurate, dms., works.....lb. .42 - —
Methacrylate, M-4, dms., works..lb. .60 - —
cns., works.....lb. .63 - .67
P-4, cns., works.....lb. .65 - —
Myristate, dms., works.....lb. No prices.
Oleate, ref., dms., l.c.l., works....lb. .52 - —
Phenylacetate, dms.....lb 2.00 - 2.25
Phthalate (see Dibutyl phthalate).
Propionate, dms., divd.....lb. No stocks
tanks, divd.....lb. No stocks
Stearate, dms., c.l., frt. alld. E. of Rockies..lb. .49 - —
l.c.l., same basis.....lb. .50 - —
Butyl-isobutyl methacrylate, P-5, 50/50, cns., works..lb. .60 - —
Butyric ether (see Ethyl butyrate).

C

Cadmium bromide, jars.....lb 1.66 - 1.91
Iodide, cns.....lb 4.80 - 4.90
Lithopone (see Yellow).
Metal, ingots or sticks, cs., divd lb 1.75 - 1.80
patent shapes, cs., divd.....lb 1.70 - 1.80
Selenide (see Red)
Sulphide (see Yellow)
Caffeine, cryst., dms 100 lbs or more. lb 4.75 - 5.00
anhydrous, dms. 100 lbs or more lb 5.00 - —
Citrated, dms., 100 lbs. or more...lb 3.00 - —
Hydrobromide, bots.....lb 6.50 - —
Calabar beans, bgs., futures.....lb. .65 - .66
Calamus root, dom., bgs.....lb. .35 - .45
imported, bleached, bls.....lb .70 - .85
peeled, bls.....lb. .30 - .31
Calciferol, cryst., vials, 10,000 or more standard units (1 standard unit=1,000,000 USP units), works gram 4.00 - —
1,000 to 10,000 s.u., works gram 4.40 - —
less than 1,000 s.u., works gram 4.80 - —
in edible oil, dms., 10,000 or more... 10 - —
1,000 to 10,000 s.u., works..unit 11 - —
less than 1,000 s.u., works, unit 12 - —
Calcium acetate, bgs., divd....100 lbs. 3.00 - 4.00
Arsenate, deniers dms., c.l. whse., works, frt. alld..lb. .09½ - —
l.c.l., same basis.....lb. .10½ - .11¼
Bromide, NF, jars.....lb. .75 - .85
Carbide, dms., c.l., works.....ton 107.00 -110.00
Carbonate (see Chalk and Whiting).
Chloride, cryst., purified, bbls., jars..lb. .28 - .30
flake, 77-80%, paper bgs., c.l., works, frt. equald..ton 22.00 - —
l.c.l., same basis.....ton 32.00 -61.00
liquor, works, basis 40%, tankcars, ton 9.00 - —
solid, 73-75%, dms., c.l., works, same basis..ton 20.00 - —
l.c.l., works, same basis..ton 30.00 -50.00
Cyanide, dms., divd. E. of Rockies lb .30 - .50
Gluconate, AA, bbls.....lb. .65 - .72
cns.....lb. .82 - .90
USP, bbls.....lb. .58 - .65
cns.....lb. .76 - .83
Hydride, dms., works.....lb. .90 - —
Glycerophosphate, NF, bb, dms..lb. 1.65 - 1.80
Hypochlorite, 100-lb dms., divd. E. of Rockies..dm. 24.00 -28.50
cans, cased (45 lbs 1 same basis..cs. 19.75 -21.50
Iodide, jars.....lb 4.12 - —
Lactate, USP, dms.....lb. .34 - .41
Laurate, bbls.....lb. .43 - .44
Mandelate, USP, dms., works.....lb 1.85 - 2.10
Naphthenate, liquid, 4% Cd, dms., divd..lb. .25½ - —
5% Cd, dms., divd.....lb. .28½ - —
Pantothenate, dex., jars.....gram .07½ - —
Phosphate, feeding grade, bgs., works..ton 75.50 -110.00
food grade, bbls., 10 or over, works, lb. .07 - .07¾
less than 10, works.....lb. .08 - .10
medicinal, dibasic, bbls.....lb. .13 - .18
monobasic, cryst., bgs., c.l., works, frt equald..lb. .06½ - —
l.c.l., same basis.....lb. .06¾ - —
tribasic, bgs., c.l., works ..100 lbs. 6.60 - —
bgs., l.c.l., works.....100 lbs. 6.95 - 7.50

Blue, Ultramarine—Caramel Coloring

Calcium phytate, bgs., works.....lb. .22 - —
Resinate, precip., 6.8% Ca, dms..lb. .20 - .25
Silicate, hydrated, bgs., c.l., works. 05½ - —
l.c.l., works.....lb. .06 - —
Stearate, precip., cns., c.l., works, lb. .45 - —
l.c.l., works.....lb. .46 - .47
Sulphate (see Gypsum).
Sulphide 76%, bgs., c.l., works..ton 45.00 - —
70%, bgs., c.l., works.....ton 50.00 - —
luminous tins, works.....lb. 1.25 - —
Sulphocarbolate, bbls., dms.....lb. .59 - .60
Calcium-strontium sulphide, phosphorescent, dms., works.....lb. 1.00 - 1.50
fine particle size, works.....lb 1.70 - 1.75
Calendula flowers, bls.....lb. .85 - .90
Calomel, USP, cryst., dms.....lb. 1.82 - 1.83
fine powd., dms.....lb. 1.97 - 1.98
Camphor, monobromated, dms., kgs..lb. 3.10 - 3.20
Camphor, natural:.....lb. No stocks.
synth., tech., bbls., 2,000 lbs. or more, works..lb. .42 - —
10 bbls. (1,500 lbs.).....lb. .44½ - —
smaller lots.....lb. .45 - .53
USP, gran., powd., bbls., 2,000-lb lots..lb. .66 - —
1,000-lb lots.....lb. .67 - —
smaller lots.....lb. .68 - —
tablets, tins, 2,000-lb. lots....lb. .83 - —
1,000-lb. lots.....lb. .84 - —
smaller lots.....lb. .85 - —
Canada balsam (see Fir balsam).
Cantharides, Chinese, cs.....lb. 1.30 - 1.35
powd., bxs.....lb 1.50 - 1.55
Russian, bgs.....lb 6.25 - 6.50
powd., bxs.....lb. 6.50 - 6.75
Capsicum (see Pepper, red).
Oleoresin NF VIII, cns.....lb. 6.50 - 6.75
Caramel coloring, bbls.....gal. 1.25 - —

SODIUM SULPHIDE Flake & Solid

DIMETHYLANILIN

BLEACHING POWDER 70%

METATOLUENEDIAMINE

ANILIN OIL

DINITROANILIN

RESORCIN USP Recrystallized

CAUSTIC SODA Solid

MAGNESIUM OXIDE Heavy

FORMIC ACID 85%

PHOSPHORIC ACID 85%

GLUCOSE 45° Bé

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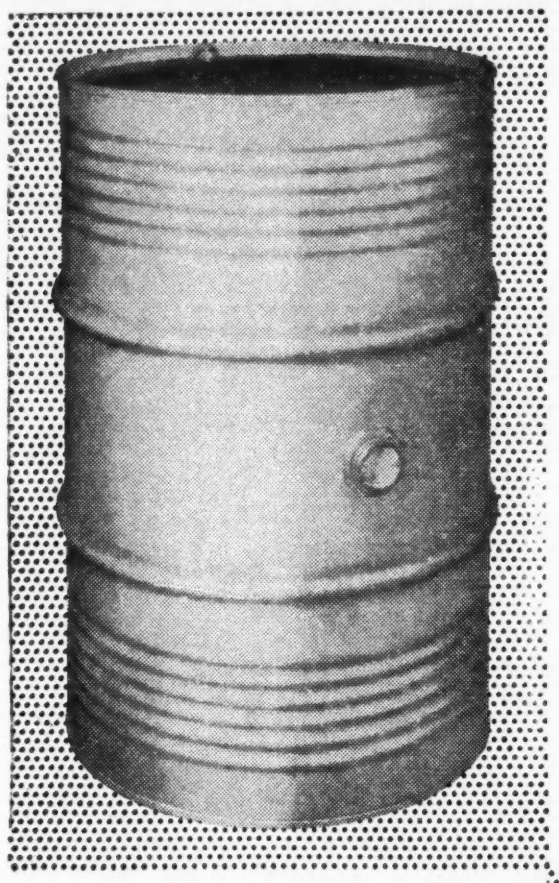
Caraway Seed—Cloves

Caraway seed, Danish, bgs.....lb. .17 Nom.
Dutch, bgs.....lb. .18 - .18½
Carbazole, 97½%, dms., ton lots, works.....lb. 1.35 - —
Carbinol butyl, normal, dms., l.c.l., works...lb .42 - —
secondary, dms., l.c.l., works...lb. .70 - —
Isobutyl, dms., c.l., works.....lb .51 - —
l.c.l., works.....lb. .52 - —
tanks, works.....lb. .50 - —
Methylisobutyl, dms., c.l., frt. alld E...lb. .14½- —
l.c.l., same basis.....lb. .15 - —
tanks, same basis.....lb. .13 - —
Carbon bisulphide, 50-gal. dms., c.l., works, frt. alld. to competitive points..lb. .05¾- —
l.c.l., same basis.....lb. .06¾- —
5-gal. dms., c.l., same basis.....lb .07¾- —
l.c.l., same basis.....lb. .08½- —
Dioxide, cyls.....lb. .06 - .08
Tetrachloride, CP, dms., c.l.....lb .11 - —
l.c.l.....lb. .11½- —
tech., dms., zone 1, c.l., frt. alld.lb .07 - —
l.c.l., frt. alld.....lb .07½- —
zone 2, c.l., frt. alld.....lb .07½- —
l.c.l., frt. alld.....lb .08½- —
zone 3, c.l., frt. alld.....lb .08 - —
l.c.l., frt. alld.....lb. .09½- —
zone 4, c.l., frt. alld.....lb .07½- —
l.c.l., frt. alld.....lb .08 - —

Carbon tetrachloride, USP, cbys...lb. .17 - .19
Carbon tetrachloride sales zones are:—1, Conn., Del., Ill., Ind., Ia., Me., Mass., Md., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., O., Pa., R. I., Tenn., Va., W. Va., Wis., and river cities of Burlington, Ia., and Kansas City Kans.; 2, Ala., Ark., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C., S. D.; 3, Colo., N. Mex., Tex., and Montana points E. of Billings; 4, Ariz., Cal., Idaho, Nev., Ore., Utah, Wash. and Montana points W. of Billings. Zone 4 prices are f.o.b. cars, L. A., Calif., S. F., Calif.; Portland, Ore., and Seattle, Wash.
Cardamom fruit, bleached, bold, cs...lb. 1.80 - 1.85
medium, cs.....lb. 1.60 - 1.65
decorticated, Guatemalan, cs...lb. 1.25 - 1.30
Indian, cs.....lb. 1.25 - 1.30
green, Alleppey, bgs.....lb. 1.20 - 1.25
Seed (See Cardamom fruit, decorticated).
Carmine, No. 40, NF, bulk, 100 lbs. or more..lb. 5.50 - —
smaller lots.....lb 5.65 - 6.15
Carotene, cryst., research grade, tins, works..gram. 5.00 - —
in vegetable oil (alpha, 10%; beta, 90%), amps., 100 grams, dlvd. gram. 2.85 - —
50 grams, dlvd.....gram. 2.90 - —
tech., tins, works.....lb. .67½- —
diluted, dry powd., 3,330 A units per gm., bots., works. lb. 70 - —
vegetable oil, 250,000 A units per gm., bots., works..lb.37.80 - —
50,000 A units, per gram., bots., works..lb. 7.87 - —
3,330 A units per gram, bots., works..lb. 85 - —

Carvol, bots.....lb.13.00 -16.00
Cascara sagrada bark, bulk.....lb. .38 - .40
Case-hardening mixture, 30% gran., dms., l.c.l., dlvd..lb. .09¾- —
Casein, dom., acid-precip., bgs., 10,000 lbs. or more, ship't point..lb. .31 - .33
rennet precip., 10,000 lbs. or more same basis..lb. .34 Nom.
imp., acid-precip., ground, bgs., 100 bgs. or more..lb. .27¾- .30¾
rennet-precip., unground, 100 bgs. or more..lb. .36 Nom.
smaller lots.....lb. .37 Nom.
Cassia bark, Batavia, No. 1, short-stick, bls..lb. .60 Nom.
broken, bls.....lb. .18 - 18½
thinquill, bls.....lb. .60 Nom.
China, rolls, select, cs.....lb. .11 - 11½
broken, bls.....lb. .07½- .08
Kwangsi, broken, bls.....lb. .12 - .12½
Saigon, broken, bls.....lb. .34 - .35
medium, bls.....lb. .39 - .40
thin, bls.....lb. .44 Nom.
Yunnan, bls.....lb. .14 - .14½
Buds, China, bgs.....lb. .21 - 21½
Cassia fistula, bskts.....lb. .25 - .26
Castor beans, bgs., Brazilian ports..long ton.155.00 - —
Siam, c.&f. Pacific coast..long ton.175.00 - —
Oil (see Oil, castor).
Pomace, bgs., c.l., works.....ton.27.50 - —
Castorcum, nat., cns.....lb.39.00 - —
Catechol, CP, cryst., fib. dms., works.....lb. 2.00 - —
resublimed, dms., works.....lb. 3.25 - —
Catnep, bls.....lb. .68 - .70
Celery seed, French, bgs., futures..lb. .26 - .27
Indian, bgs.....lb. .21 - .21½
futures, bgs.....lb. .20½- .21

Celluloid scrap (see Pyroxylin scrap).
Cellulose acetate, flake, ctns., works, frt. alld. on 100 lbs. or more..lb. .36 - —
granules, ctns., same basis....lb. .42 - —
molding composition, plain colors, pearls, special black, dms., c.l., frt. alld..lb. .47 - —
l.c.l., same basis.....lb. .49 - .51
regular black, dms., l.c.l., same basis..lb. .35 - .39
variegations, dms., l.c.l., same basis..lb. .54 - .59
Acetate-butyrate, flake, 17% butyryl content, ctns., 500 lbs. and over, works..lb. .52 - —
less than 500 lbs., works..lb. .53 - —
17.5% butyryl content, ctns., 500 lbs. and over, works..lb. .49 - —
less than 500 lbs., works..lb. .50 - —
26.5% butyryl content, ctns., 500 lbs. and over, works..lb. .53 - —
less than 500 lbs., works..lb. .54 - —
gran., 37% butyryl content, ctns., 500 lbs. and over, works. lb. .51 - .57
less than 500 lbs., works..lb. .52 - .58
45% butyryl content, ctns., 500 lbs. and over, works..lb. .57 - —
less than 500 lbs., works..lb. .58 - —
molding composition, plain colors, pearls, special black, dms., l.c.l., frt. alld..lb. .56 - .61
regular black, dms., l.c.l., same basis..lb. .47 - .51
variegations, dms., l.c.l., same basis..lb. .61 - .66
Triacetate, flake, ctns., works, frt. alld. on 100 lbs. or more..lb. .49 - —
Cerium hydrate, dms., works.....lb. 1.25 - —
Oxalate, NF, bbls., kgs., works..lb. .70 - .72
Oxide, optical grade, bgs., under 100 lbs., works..lb. 2.25 - —
kgs., 100 lb. lots, works.....lb 1.75 - —
Chalk, precip., cosmetic, dentifrice, drugs, bgs., c.l., works..lb. .02¾- .05½
l.c.l., ex whse.....lb .04 - —
paint, bgs., c.l., works.....ton.40.00 - —
papermakers, bgs., c.l., works.ton.32.50 -40.00
rubber makers, bgs., c.l., works. ton 30.00 - —
Chamomile, Hungarian, cs.....lb. .51 - .55
Roman, bls.....lb. 1.50 - 1.75
Charcoal, hardwood, briquets, bulk, c.l., works..ton.49.50 - —
bgs., c.l., works.....ton.51.50 -55.50
granular, bgs., incl., c.l., works, ton 50.50 - —
lump, bulk, c.l., works.....ton 39.50 -42.50
bgs., extra, returnable, c.l., works..ton.42.50 -45.50
screenings, bgs., works.....ton.33.50 - —
Pinewood, gran., powd., bgs., c.l., works, South..ton.10.00 - —
l.c.l., works .....ton.50.00 -60.00
lump, bgs., c.l., works, South..ton.35.00 - —
Willow, powd., bbls.....lb. .06 - .07
Chestnut extract, 25% tannin, bbls., c.l., works..lb. .04½- —
l.c.l., works .....lb. .0325- —
tanks .....lb. .0290- —
powd., 65% tannin, bgs., extra, c.l., works..lb. .1105- —
l.c.l., works .....lb. .1170- .1180
China clay, dom., dry-grd., air-float, 99.75% 300 mesh, bgs., c.l., works..ton.12.50 -13.00
l.c.l., works .....ton 13.50 -14.00
bulk, c.l., works.....ton. 9.50 -10.00
99% 200 mesh, bgs., c.l., works..ton.10.00 -12.00
l.c.l., works.....ton.11.00 -16.00
wet-grd., silk-bolt, 99½% 3-5 mesh, bulk, c.l., works..ton.13.00 - —
paper bgs., c.l., works..ton 15.00 - —
imported, white, lump, bulk, c.l. ex dock Balto., Boston, Norfolk, Phila..net ton 16.00 -35.00
powd., bgs., c.l., ex dock.....ton.45.00 - —
l.c.l., ex whse.....ton.50.00 -55.00
Chloral, dms., works.....lb. 45 - 50
Hydrate, jars .....lb. 90 - 95
Chlordane, agricultural, dms., c.l., frt. alld..lb. 1.50 - —
l.c.l., frt. alld.....lb. 1.55 - 1.70
refined, dms., c.l., frt. alld.....lb. 1.65 - —
l.c.l., frt. alld.....lb. 1.70 - 1.85
technical, cns., c.l., works.....lb. 1.55 - —
l.c.l., works.....lb. 1.60 - 1.80
Chlorinated rubber, standard, ctns., c.l., works..lb. 40 - —
l.c.l., works .....lb. 43 - —
Chlorine, liquid, cyls., c.l., works. lb. 07 - .12
l.c.l., stock points.....lb. .09 - 15¢
tanks, single units, works, frt. equald..100 lbs. 2.25 - —
multiple units, 3 cars, works, frt. equald..100 lbs. 2.55 - —
2 cars, same basis....100 lbs. 3.15 - —
1 car, same basis.....100 lbs. 3.75 - —
Chloroform, tech., dms.....lb. 20 - 23
USP, dms.....lb. 30 - .33
Chloro-ortho-toluidine (Red KB base), bbls..lb. 1.38 - —
Chloropicrin, com'l, bots., ex whse..lb. 1.25 - —
cyls., 180-lbs., works, frt. alld..lb. .50 - —
100-lbs., same basis.....lb. .82 - —
25-lbs., ex whse.....lb. 1.00 - —
Cholesterol, USP, fib. dms., 100-lb lots. lb.12.00 -14.38
jars, dms., smaller lots.....lb 13.75 -15.75
Choline chloride, fib dms., works..lb. 3.00 - 3.10
feed grade, fib. dms., works....lb. 2.20 - —
Dihydrogen citrate, fib. dms., works, lb. 3.00 - 3.10
Chromium acetate, powd., 72% Cr., bbls., works..lb. No stocks
solut., 7½%, bbls., cs.....lb. .09¾- —
8¾%, bbls., cs.....lb. .09¾- —
Cake, bulk, c.l., works.....ton.16.00 - —
Fluoride, bbls., works.....lb. 24 - 27
Green (see Green, chrome).
Oxide (see Green, chromium oxide).
Oxide, bbls. .....lb. 54 - —
Trioxide (see Acid, chromic).
Yellow (see Yellow, chrome).
Chrysarobin, bots. .....lb. 7.11 - —
Cinchona bark, USP, red, quill, 30-in., cs..lb. 1.26 Nom.
yellow, broken, bgs.....lb. .35 - .40
Cinchonidine, small cryst., cns., 100 ozs..oz. .95 - —
Cinchonine, large cryst., cns., 100 ozs. oz. .69 - —
small cryst., cns., 100 ozs.....oz. .65 - —
Sulphate, NF, cns., 100 ozs.....oz. .42 - —
Cinchophen, NF, heavy, dms., works. lb. 4.20 - 4.30
standard, dms., works.....lb. 4.00 - 4.10
Cinnamic alcohol (see Alcohol, cinnamic).
Aldehyde, chys., cns., dms.....lb. .82 - 1.25
Cinnamon, Ceylon, No. 2, bls.....lb. .35 - .35½
due soon .....lb. .35 - .35½
Citral, bots., cns.....lb. 3.75 - 5.00
Citronellal, bots., dms.....lb. 2.75 - —
Citronellol, bots., dms.....lb. 3.85 - 4.75
Clover tops, red, dom., bgs.....lb. .60 - .70
imported, bgs. .....lb. No stocks
Cloves, Madagascar, bls.....lb. .09½- .10
amboyna, bls. .....lb. .08 - .08½
Zanzibar, bls.....lb. .15 - 15½



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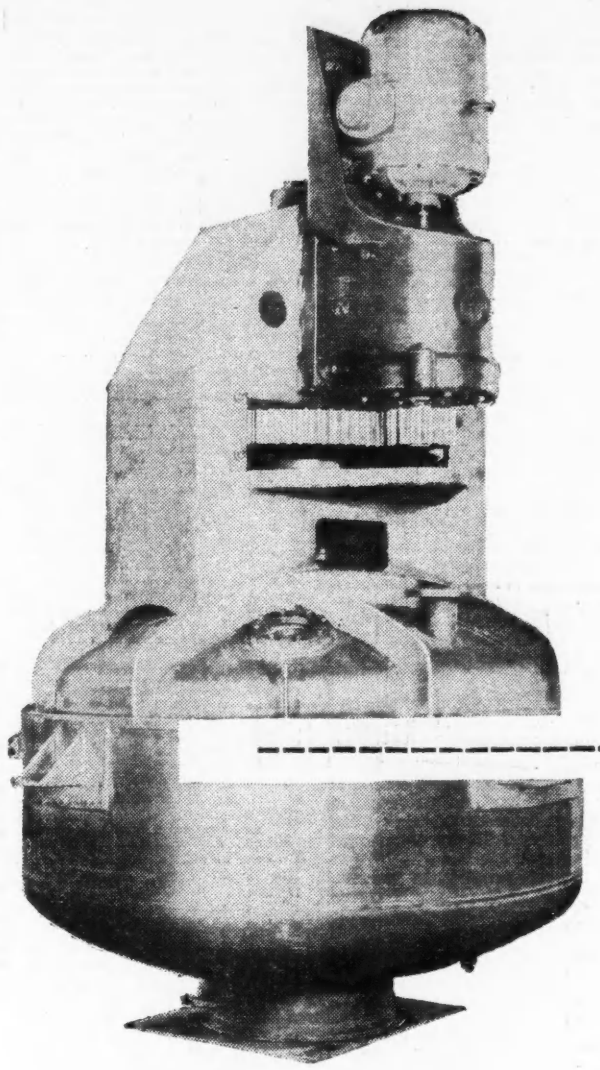

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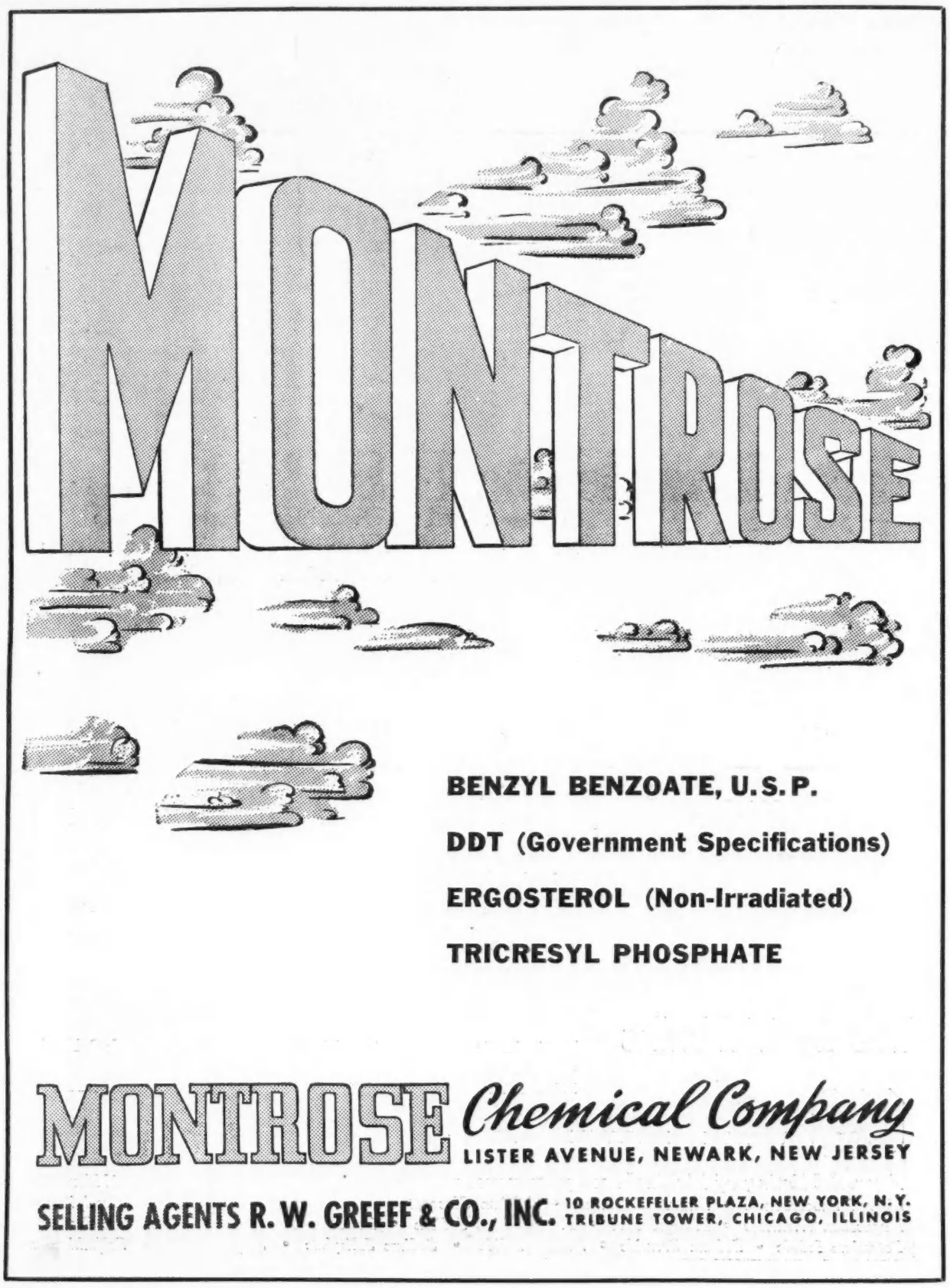
Coaltar—Diethylaminoethanol

Coaltar coal-gas, water-gas crude, resale, dms., c.l., works..dm.10.60 - —
l.c.l., works.....dm.11.10 - —
tanks, works.....gal. 14 - —
refd., bbls., c.l., works.....bbl.11.10 - —
l.c.l., works.....bbl.11.60 - —
tanks, works.....gal. .15 - —
Cobalt acetate, bbls., kgs., dlvd..lb. .83¾- —
Carbonate, powd., bgs., works....lb. 1.58 - —
feed, grade, 49½% Co, kgs.....lb. 1.58 - —
Chloride, kgs., works.....lb. .87½- —
feed grade, 24.5% Co, kgs.....lb. 1.25 - —
Hydrate, bbls.....lb. 2.04 - —
feed grade, 62% Co, kgs.....lb. 2.04 - —
Linoleate, paste, 6% Co, dms....lb. .56 - —
solid 8½% Co, dms.....lb. .65 - —
8% Co, dms.....lb. .61¼- —
Naphthenate, solid, 6% Co, dms., dlvd..lb. .37 - —
Nitrate, feed grade, 20.4% Co, bbls. lb. .75¾- —
Oxide, black, kgs.....lb 1.27½- 1.80
Phosphate feed grade, 34% Co, kgs. lb. 1.26½- —
Resinate, precip., 7.5% Co, dms...lb. .38½- —
Sulphate, dms.....lb. .65 - —
feed grade, 21% Co kgs.....lb. 1.00 - —
Cobalt salts, feed grade quotations are f.o.b. Phila., Cleve. or N. Y.
Cobalt-ammonium sulphate, 14% Co, kgs..lb. .75 - —
Cocaine hydrochloride, cns., 100-oz. lots, oz. 9.75 - —
Cochineal, gray, bgs.....lb. .67 - .68
silver, Teneriffe, bgs.....lb. .69 - .70
Cocillana bark, bgs.....lb. .19 - .20
Cocoa butter, bgs.....lb. .78 - .79
Codeine, cns., 100 ozs.....oz.13.25 - —
Hydrochloride, cns., 100 ozs.....oz.11.85 - —
Phosphate, cns., 100 ozs.....oz.10.25 - —
Sulphate, cns., 100 ozs.....oz.10.75 - —
Codliver oil (see Oil, codliver).
Cohosh black, root, bls.....lb. .15 - .19
Blue, bls.....lb. .21 - .23
Colchicum seed, bgs.....lb. 4.00 Nom.
Colchicine, bots., cns.....oz. No stocks
Collodion, USP, dms.....lb. .24 - .29
Flexible, USP, dms.....lb. .25½- .30½
Colocynth pulp, bls.....lb. .50 - .52
Colombo root, bls.....lb. .20 - .21
Coltsfoot leaves, bgs.....lb. .43 - .44
Condurango bark, bgs., futures....lb. .21 - .23
Copaiba balsam, cns., dms.....lb. .70 - .75
Copper acetate, cupric, bbls., works lb. .28 - —
smaller containers, works.....lb. .29 - .30
Carbonate, 52-54%, bbls.....lb. .24 - .26
Chloride, anhyd., bbls.....lb. .27 - —
crystals, bbls.....lb. .18¼- —
Cyanide, tech., bbls.....lb. .43 - —
Hydrate, dms., dlvd. E. Miss.....lb .26½- 26¾
Metal, electrolytic .....lb. .21½- —
Naphthenate, liquid, 8% Cu, dms., dlvd..lb. .22½- —
Nitrate, tech., cryst., bbls., works, lb. .25 - .28
Oleate, liquid, 8.5% Cu, bbls.....lb. .33 - —
solid, 10% Cu, bbls.....lb. .45¾- —
12.5% Cu, bbls.....lb. .44½- —
Oxide, black, bbls., works.....lb. .28 - .30
red, com'l, bbls., works.....lb. .30 - .32¼
Oxychloride-sulphate, bgs., frt ald.lb. .21 - .24
Resinate, precip., 8.5% Cu, dms..lb. .21½- —
Stearate, bgs., works.....lb. .29½- —
Copper sulphate, cryst., 99%, bgs., c.l., works..100 lbs. 7.60 - —
l.c.l.....100 lbs. 7.85 - 8.60
monohydrated, 35% dms, c.l., dlvd. 100 lbs.12.55 -12.80
l.c.l., dlvd.....100 lbs.13.55 - —
tribasic, dealers, bgs., works, c.l. lb. .21½- .22½
l.c.l., works.....lb. .23 - .23½
Copperas, cryst., gran., bgs., c.l., works..ton.17.00 - —
l.c.l., works.....100 lbs. 1.55 - 2.00
bbls., c.l., works.....ton.20.00 - —
bulk, c.l., works.....ton.14.00 - —
Copra, c.i.f., Pacific ports.....ton.330.00 - —
Atlantic or Gulf ports.....ton.336.00 - —
Coriander seed, Argentine, bgs, futures. lb. .06 - .06½
Italian, bgs.....lb. .07½- .08
Moroccan, bgs.....lb. .07 - .07½
Corn sugar, tanners, chipped, paper bgs., c.l., 60,000 lbs. min..100 lbs. 6.59 - —
bbls., c.l., same basis..100 lbs. 6.64 - —
Syrup, 42°, bbls., c.l.....100 lbs. 6.95 - —
l.c.l.....100 lbs. 7.10 - —
Cornsilk, bls.....lb. .21 - .22
Corrosive sublimate, NF, cryst., dms., 50 lbs. or more..lb. 1.68 - —
gran., powd., dms., 50 lbs. or more..lb. 1.53 - —
Cottonroot bark, bls.....lb. .39 - .42
Cottonseed hull ash, 32-36% potash, bgs., dlvd. unit-ton. 1.75 - —
Meal, 41% protein, sacked, c.l., mills, S. E..ton.80.00 -83.00
Coumarin, cns., 25 lbs.....lb. 3.60 - —
smaller lots.....lb. 3.05 - 3.15
Cramp bark, NF, bbls.....lb. .80 - .85
Cream of tartar, dom., USP, gran. or powd., bbls., 5,000 lbs. one shipt..lb. .35½- —
bbls., kgs., smaller lots.....lb. .36 - .36½
Creosote, beechwood, bots., cbys....lb. 1.15 - 1.20
Coaltar, crude, tanks, works.....gal. .19½- .21½
refined, dms., c.l., works.....gal. .38½- —
l.c.l., same basis.....gal. .39 - —
tanks, same basis.....gal. .25 - —
solution, 80%, tanks, works..gal. .20 - —
Hardwood, N. F., bots., cbys.....lb. .80 - .85
Pinewood, dms.....gal. .31 - .32
Creosote carbonate, bots., cbys.....lb. 2.35 - 2.40
Cresol, tech., dms., c.l., works, frt. equald..lb. .17½- .19
l.c.l., same basis.....lb. .17¾- .19½
tanks, same basis.....lb. .17 - .18¼
USP, dms., c.l., same basis.....lb. .17¼- .19¾
l.c.l., same basis.....lb. .17¾- .19¾
tanks, same basis.....lb. .17 - .18½
Crotonaldehyde, 91-93% dms., 55 and 110 gals., l.c.l., works..lb. .16½- .17
5 and 10-gals., l.c.l., works....lb. .22 - —
Cryolite, nat., dealers, bgs., bbls., c.l., works..100 lbs.12.75 - —
bbls., l.c.l., works.....100 lbs.13.75 -14.75
Cube root, powd., 5% rotenone, bbls., works..lb. .38 - —
4% rotenone, bbls., works.....lb. .30½- —
Cubeb berries, XX, bgs.....lb. .60 - .65
powd., cs.....lb. .70 - .75
Culvers root, bbls.....lb. .60 - .70
Cumin seed, Cyprian, bgs.....lb. No stocks
Indian, bgs, futures.....lb. .40 - .41
Italian, bgs.....lb. .08½- .09
Moroccan, bgs.....lb. No stocks
Persian, bgs.....lb. .22½- .23
Syrian, bgs.....lb. .22 Nom.
Cutch, extract, 55% tan., bgs., ex dock..lb. 09½- —
Cyanamide, fertilizer mixing grades, 20.6% N., gran., bulk, Niagara Falls, Ont., contracts, bulk.. unit-ton 2.55 - —
pulv., 21% N., bgs., same basis, unit-ton. 2.45 - —
Cyclohexane, tech., dms., c.l., works..lb. .10½- —
l.c.l., works.....lb. .11 - —
tanks, works.....lb. .09½- —
Cyclohexanol, tech., dms., c.l., works..lb. .21½- —
l.c.l., works.....lb. .22 - —
tanks, works.....lb. .20 - —
Cyclohexanone, tech., dms., c.l., works, lb. .29½- .30
l.c.l., works.....lb. .27 - .31
tanks, works.....lb. .25 - .29
Cyclohexylamine, dms., works.....lb. .32 - —
Cyclopropane, USP, cyls., dlvd....gal .27 - —

D

Damiana leaves, bls.....lb. .75 - .80
Dandelion root, bls.....lb. .60 - .72
DDT, fiber, dms., c.l., works.....lb. .20 - —
ton lots, works.....lb. .31½- —
dms., smaller lots.....lb. .34½- —
Decanol, normal, tech., dms., dlvd..lb. .35 - —
Deertongue leaves, bls.....lb. .35 - .40
Defluorinated phosphate, 65% b.p.l., paper bgs., Columbus, Ga..ton.39.25 - —
Texarkana, Ark.....ton.41.00 - —
Tupelo, Miss.....ton.39.25 - —
Wales, Tenn.....ton.39.25 - —
Rock, paper bgs., works.....ton.34.25 - —
Degras, common, bbls.....lb. .10 - .12
Neutral, less 2% ifa., bbls.....lb. .19 - .19½
over 2% ifa., bbls.....lb. .18 - .18½
Derris root (see Cube root).
Dextrin, British gum, bgs., c.l..100 lbs. 8.69 - —
Chicago.....100 lbs. 8.08 - —
l.c.l.....100 lbs. 8.84 - —
Corn, Canary, bgs., c.l.....100 lbs. 8.43 - —
Chicago.....100 lbs. 7.82 - —
l.c.l.....100 lbs. 8.58 - —
dark, bgs., c.l.....100 lbs. 8.53 - —
Chicago.....100 lbs. 7.92 - —
l.c.l.....100 lbs. 8.68 - —
white, bgs., c.l.....100 lbs. 8.28 - —
Chicago.....100 lbs. 7.67 - —
l.c.l.....100 lbs. 8.43 - —
Above prices are for dextrin in paper bgs.; cotton bgs., 17c. higher.
Potato, dom., bgs.....lb. 12½- .13
imp., bgs.....lb. .11c5- 1185
Diacetone (see Alcohol, diacetone).
Diacetyl, flavor grade, bots.....lb. 5.20 - 5.55
laboratory grade, bots....100 grams. 4.50 - —
tech., bots., works.....lb. 3.00 - —
Diamyl ether (see Ether, amyl).
Phthalate, dms., tanks.....lb. No prices
Diamylphenols, mixed, dms., c.l., works..lb. .31 - —
l.c.l., works.....lb. .32 - —
tanks, works.....lb. .30 - —
Dianisidin, dms.....lb. 1.54 - —
Diatomaceous earth, dom., bgs., c.l., Atlantic coast..ton.50.00 -52.00
California.....ton.38.00 -40.00
l.c.l., ex whse.....ton.80.00 - —
purified, bgs., c.l., Atlantic coast. ton.62.00 - —
California.....ton.50.00 - —
l.c.l., ex whse.....ton.90.00 - —
imported, Algerian, bgs., c.l., Atlantic coast..ton. No prices
Mexican, white, bgs., c.l., Atlantic coast..lb. .03 - —
l.c.l., Atlantic coast.....lb. .06 - —
Dibutyl phthalate, dms., c.l.....lb. .37 - .38½
l.c.l.....lb. .38 - .39
tanks.....lb. .35½- .37
Sebacate, dms., c.l., works.....lb. .74½- —
l.c.l., works.....lb. .75 - —
tanks, works.....lb. .73 - —
Tartrate, dms., works, frt. alld...lb. .92 - 1.02
Dibutylamine, dms., c.l., works.....lb. .52½- —
l.c.l., works.....lb. .53½- —
tanks, works.....lb. .50 - —
Dibutylmetaphenol, dms., c.l., works, lb. .79 - —
l.c.l., works.....lb. .80 - —
Dibutylparaphenol, dms., c.l., works, lb. .94 - —
l.c.l., works.....lb. .95 - —
Dichloroaniln, dms., works.....lb. .75 - —
Dichlorodiphenyldichloroethane, fib. dms., c.l., works..lb. .42½- —
ton lots, works.....lb. .45 - —
tins, small lots, works.....lb. .48 - .50
Dichlorodiphenyltrichloroethane (see DDT).
Dichloroethyl ether (see Ether, dichloroethyl).
Dichlorophenol, dms., frt. equald....lb. .28 - —
Dicoumarol, bots., works.....lb.18.00 - —
Dicyclohexylamine, dms., works.....lb. .38 - —
Dicyclohexylphthalate, fib. dms., c.l., works..lb. .42½- —
l.c.l. same basis.....lb. .43 - —
Diethanolamine, dms., c.l., frt. alld. E..lb. .26 - —
l.c.l., same basis.....lb. .27 - —
smaller containers, same basis....lb. .30 - —
tanks, same basis.....lb. .24½- —
Diethyl carbonate, dms., l.c.l.....lb. .46½- —
Oxalate, dms., c.l.....lb. .35½- —
l.c.l.....lb. .36½- —
tanks.....lb. .34 - —
Phthalate, dms., c.l., frt. equald...lb. .31½- .33½
dms., l.c.l., frt. equald.....lb. .32½- .34
tanks, frt. equald.....lb. .30 - .32
Sulphate, dms., c.l., works.....lb. .14 - —
l.c.l., works.....lb. .15 - —
tanks, works.....lb. .13 - —
Diethylamine, dms., c.l., works....lb. .69 - —
l.c.l., works.....lb. .71 - —
tanks, works.....lb. .65 - —
Diethylaminoethanol, dms., l.c.l., works, frt. alld. E. of Miss..lb. .75 - —



BENZYL BENZOATE, U.S.P.

DDT (Government Specifications)

ERGOSTEROL (Non-Irradiated)

TRICRESYL PHOSPHATE

MONTROSE Chemical Company
LISTER AVENUE, NEWARK, NEW JERSEY

SELLING AGENTS R. W. GREEFF & CO., INC. 10 ROCKEFELLER PLAZA, NEW YORK, N.Y.
TRIBUNE TOWER, CHICAGO, ILLINOIS

Diethylanilin, dms.	lb.	.43	- —
Diethyleneglycol, dms., c.l., frt. alld.			
E.	lb.	.16½	- —
l.c.l., same basis	lb.	.18½	- —
tanks, same basis	lb.	.15	- —
Diethylether, dms., l.c.l., works	lb.	.40	- —
Monobutylether, dms., c.l., works	lb.	.26	- —
l.c.l., works	lb.	.26½	- —
tanks, works	lb.	.24½	- —
Monobutylether acetate, dms., c.l., works	lb.	.27½	- —
l.c.l., works	lb.	.28	- —
Monoethylether, dms., c.l., works	lb.	.18	- —
l.c.l., works	lb.	.18½	- —
tanks, works	lb.	.16½	- —
Monoethylether acetate, dms., c.l., works	lb.	.24	- —
l.c.l., works	lb.	.24½	- —
Monomethylether, dms., c.l., works,	lb.	.22	- —
l.c.l.	lb.	.22½	- —
tanks	lb.	.20½	- —
Diethylenetriamine, tanks, works	lb.	No prices	
Diethylstilbestrol, bots.	kilo.	330.00	- —
Digitalin, cryst., bots.	gram.	18.00	-19.00
powd., bots.	gram.	1.25	- 1.75
Digitalis leaves, dms.	lb.	1.05	- 1.15
Stearate, bbls., c.	lb.	.40	- —
Digitoxin laurate, dms.	lb.	.32	- —
Oleate, light, bbls., c.l.	lb.	.35	- —
Dihydroxydichlorodiphenylmethane, dms.	lb.	.95	- 1.00
smaller containers	lb.	1.05	- 1.40
Di-isobutyl ketone, dms., works	lb.	.19	- —
Di-isobutylene, dms., c.l., works	lb.	.06	- —
l.c.l., works	lb.	.07½	- —
tanks, works	lb.	.05½	- —
Diffseed, decorticated, bgs.	lb.	.16	Nom.
dewhiskered, bgs.	lb.	.11½	.12
Dimethyl phthalate, dms., c.l., divd.	lb.	.27½	- —
l.c.l., divd.	lb.	.28	- —
tanks, divd.	lb.	.26	- —
Sebacate, dms., c.l., works	lb.	.80½	- —
l.c.l., works	lb.	.86½	- —
tanks, works	lb.	.85½	- —
Sulphate, ref. 55-gal. dms., c.l., works	lb.	.15	- —
l.c.l., works	lb.	.16	- —
ref. 10-gal. dms., works	lb.	.16½	- —
Dimethylamine, anhyd., cyl., works, basis 100%	lb.	.38½	48½
25%-40%, dms., c.l., works, basis 100%	lb.	.38	- —
l.c.l., works, basis 100%	lb.	.38½	- —
tanks, works, basis 100%	lb.	.36	- —
Dimethylaniln, dms., c.l.	lb.	.24	- .25½
l.c.l.	lb.	.25	- .26¼
Dinitroaniln dms., frt equald	lb.	.20	-
Dinitrobenzene, bbls.	lb.	.16	- .21½
Dinitrochlorobenzene, dms.	lb.	.14	- .17
Dinitrophenol, bbls.	lb.	.22	- .26½
Dinitrotoluene, oily, dms.	lb.	.07	- .08½
refd., dms.	lb.	.17½	- .18½
Dinonylnaphthalene, tanks, works	lb.	.15	- —
Dioctyl phthalate, dms., c.l., frt. alld.	lb.	.423	- —
l.c.l., frt. alld.	lb.	.433	- —
tanks, frt. alld.	lb.	.408	- —
Diorthotolyguanidin, dms., ton lots, divd.	lb.	.48	- —
smaller lots, divd.	lb.	.50	- —
Dioxan, dms., c.l., frt. alld.	lb.	.20	- —
l.c.l., same basis	lb.	.21	- —
tanks, same basis	lb.	.19	- —
Dip oil (see Tar acid oil)			
Dipentene, dest.-dist., dms., incl., c.l., works, South	gal.	.35	- .53
l.c.l., same basis	gal.	.36	- .55
N. Y. whse.	gal.	.70	- —
steam-dist., dms., c.l., whse., NYC	gal.	.59	- —
l.c.l., same basis	gal.	.73	- .62
Diphenyl, bbls., c.l., works	lb.	.15	- —
l.c.l., works	lb.	.16	- .20
Oxide, perfume grade, cns.	lb.	.48	- .61
dms.	lb.	.45	- .56
Diphenylamine bbls.	lb.	.25	- —
Diphenylguanidin, dms., ton lots	lb.	.35	- —
smaller lots	lb.	.40	- —
Dittiarybutylmetacresol, dms., c.l., works	lb.	.29	- —
l.c.l., works	lb.	.30	- —
Dittiarybutylparacresol, dms., c.l., works	lb.	.94	- —
l.c.l., works	lb.	.95	- —
Divi-divi, 43% tannin, bgs., bls., c.l., U.S. ports, ex dock	ton.	64.00	-66.00
Doggrass root, dom., cut, bls.	lb.	.27	- .28
imp., N.F., cut, bls.	lb.	.35	- .40
Dogwood, Jamaica, bark, bls.	lb.	.12	- .14
Dragon's blood, drops, cs.	lb.	.45	- .47
mass, cs.	lb.	1.50	- 1.55
reeds, cs.		No stocks	

Dyes, coaltar, certified colors for foods, drugs and cosmetics, 1-lb. lots:—

Blue, FD&C, No. 1, cns.	lb.	14.85	- —
No. 2, cns.	lb.	14.85	- —
Green, FD&C, No. 1, cns.	lb.	14.85	- —
No. 2, cns.	lb.	19.25	- —
No. 3, cns.	lb.	30.25	- —
Orange, FD&C, No. 1, cns.	lb.	3.20	- —
No. 2, cns.	lb.	4.00	- —
Red, FD&C, No. 1, cns.	lb.	6.60	- —
No. 2, cns.	lb.	4.00	- —
No. 3, cns.	lb.	19.25	- —
No. 4, cns.	lb.	6.35	- —
No. 32, cns.	lb.	4.55	- —
Yellow, FD&C, No. 1, cns.	lb.	2.35	- —
No. 3, cns.	lb.	2.90	- —
No. 4, cns.	lb.	2.90	- —
No. 5, cns.	lb.	3.45	- —
No. 6, cns.	lb.	3.45	- —

Dyes, coaltar, certified colors for drugs and cosmetics, 1-lb. lots:—

Black, D&C, No. 1, cns.	lb.	9.15	- —
Blue, D&C, No. 4, cns.	lb.	13.55	- —
Brown, D&C, No. 1, cns.	lb.	13.55	- —
Green, D&C, No. 5, cns.	lb.	13.55	- —
No. 6, cns.	lb.	13.55	- —
No. 7, cns.	lb.	12.45	- —
Orange, D&C, No. 3, cns.	lb.	9.15	- —
No. 4, cns.	lb.	16.85	- —
No. 5, cns.	lb.	4.75	- —
No. 10, cns.	lb.	17.40	- —
Red, D&C, No. 8, cns.	lb.	3.10	- —
No. 9, cns.	lb.	3.10	- —
No. 10, cns.	lb.	2.70	- —
No. 11, cns.	lb.	1.85	- —
No. 12, cns.	lb.	2.50	- —
No. 17, cns.	lb.	9.15	- —
No. 18, cns.	lb.	20.15	- —
No. 21, cns.	lb.	3.95	- —
No. 22, cns.	lb.	9.15	- —
No. 28, cns.	lb.	20.70	- —
No. 33, cns.	lb.	14.65	- —
Violet, D&C, No. 1, cns.	lb.	13.55	- —
No. 2, cns.	lb.	13.55	- —
Yellow, D&C, No. 7, cns.	lb.	9.15	- —
No. 8, cns.	lb.	9.15	- —
No. 10, cns.	lb.	11.35	- —
No. 11, cns.	lb.	11.35	- —
No. 22, cns.	lb.	9.15	- —
No. 35, cns.	lb.	14.65	- —
No. 37, cns.	lb.	13.55	- —

Dyes, coaltar, certified colors for external use drugs and cosmetics, 1-lb. lots:—

Green, Ext. D&C, No. 1, cns.	lb.	13.55	- —
Red, Ext. D&C, No. 1, cns.	lb.	11.35	- —
No. 3, cns.	lb.	24.00	- —
Blue, Ext. D&C, No. 1, cns.	lb.	13.55	- —
Yellow, Ext. D&C, No. 1, cns.	lb.	9.15	- —

Dyes, coaltar, for general use in cloth dyeing (numbers are those of the Colour Index scale or prototype)

20 Chrysodine G	lb.	.46	- .48
27 Orange G	lb.	.58	- .61
31 Amido naphthol red G	lb.	.50	- .73
36 Alizarine yellow 2G	lb.	.69	- —
40 Alizarine yellow R	lb.	.83	- —
57 Amido naphthol red 6B	lb.	.83	- .99
79 Ponceau R	lb.	.58	- —
151 Orange II	lb.	.36	- —
165 Red lake C	lb.	1.05	- —
176 Red lake A	lb.	.68	- .73
179 Azo rubine	lb.	.79	- —
180 Diamond blue 2B	lb.	.69	- .73
185 Cochineal red A	lb.	.73	- —
202 Chrome blue black R	lb.	.46	- —
203 Chrome black T	lb.	.54	- —
208 Sulphon acid blue R	lb.	.72	- .73
216 Acid alizarin red B	lb.	.65	- —
234 Resorcin brown	lb.	.70	- 1.69
246 Naphthol blue black	lb.	.58	- .61
278 Benzo fast red SBL	lb.	2.73	- 3.33
280 Sulphon cyanine 5R extra	lb.	.84	- .99
289 Diamond black F	lb.	1.06	- 1.07
304 Nerol 2B	lb.	1.51	- —
326 Benzo fast orange S	lb.	1.33	- 2.23
332 Bismarck brown R	lb.	.59	- .61
365 Chrysophenine	lb.	1.75	- —
382 Diamine scarlet B	lb.	1.33	- —
401 Diamine black LH	lb.	.44	- .46
406 Benzo blue 2B conc.	lb.	.85	- 1.21
419 Diamine fast red F	lb.	.88	- 1.07
420 Diamine brown M	lb.	.69	- .84
448 Benzo purpurine 4B	lb.	.80	- —
518 Diamine sky blue FF	lb.	1.82	- —
561 Trisulphon brown B	lb.	1.45	- —
581 Direct deep black EW extra	lb.	.61	- .65
583 Diamine green B	lb.	.51	- .73
598 Congo brown G	lb.	1.09	- —
620 Sun yellow	lb.	.69	- .73
639 Xylene light yellow	lb.	1.45	- 1.52
640 Tartrazine	lb.	1.11	- —
655 Auramine	lb.	1.52	- 1.54

Dyes, coaltar, for general use in cloth dyeing (numbers are those of the Colour Index scale or prototype)

657 Malachite green	lb.	1.64	- —
662 Brilliant green	lb.	2.42	- —
667 Brilliant milling green B	lb.	3.15	- —
671 Glaucine	lb.	1.30	- 1.33
680 Methyl violet B	lb.	.87	- .90
681 Crystal violet	lb.	1.91	- 1.97
685 Formyl violet S4B	lb.	1.28	- 1.33
720 Chrome azurol B	lb.	3.03	- —
729 Victoria blue B	lb.	2.48	- —
737 Wool green S	lb.	1.40	- 1.80
749 Rhodamine B	lb.	3.85	- —
811 Chloramine yellow	lb.	2.33	- —
841 Safranine	lb.	2.17	- —
865 Nigrosine WSB 78	lb.	.53	- —
922 Methylene blue GXX	lb.	1.21	- —
950 Hydron blue R	lb.	.61	- —
978 Sulphur black T extra	lb.	.24	- .26
1027 Alizarin VI	lb.	.04	- —
1034 Alizarin red S	lb.	2.37	- —
1054 Alizarin saphirol B	lb.	2.18	- 2.30
1078 Alizarin cyanine green	lb.	2.42	- 2.54
1085 Alizarine blue black B	lb.	1.88	- 1.94
1096 Indanthrene golden orange G, single paste	lb.	1.82	- —
double paste	lb.	3.51	- —
1099 Indanthrene dark blue BO, single paste	lb.	1.41	- 1.45
1101 Caledon jade green	lb.	2.35	- —
1106 Indanthrene blue RS, single paste	lb.	1.03	- —
double paste	lb.	2.13	- —
1113 Indanthrene blue GCD, double paste	lb.	1.41	- 1.45
1150 Indanthrene olive R, single paste	lb.	1.08	- —
1151 Indanthrene brown R, single paste	lb.	1.65	- —
double paste	lb.	3.19	- —

Dyes, coaltar, for general use in cloth dyeing (numbers are those of the Colour Index scale or prototype)

1212 Indanthrene red violet RH, single paste	lb.	1.40	- 1.43
1217 Helindon orange R, single paste	lb.	1.57	- 1.62
p-4 Acid anthracine brown PG	lb.	2.30	- 2.38
p-14 Anthracene chromate brown EB	lb.	.98	- 1.00
p-24 Benzo fast black L	lb.	1.13	- 1.64
p-89 Diazo brilliant scarlet ROA	lb.	2.54	- —
p-292 Zambesi black V	lb.	1.19	- —
p-244 Celliton scarlet B	lb.	1.07	- —
p-313 Naphthol AS-SW	lb.	2.42	- 2.59

Dyes, coaltar, for stains, oil-soluble, 100-lb. dms., sellers' works at warehouse.

Black, blue, No. 550	lb.	61	- —
Jet, No. 551	lb.	66	- —
Brown, R, conc.	lb.	1.04	- —
Orange R, brilliant	lb.	.67	- —
Red, 4 B, conc.	lb.	1.03	- —
Yellow, C	lb.	.88	- —
FN, conc.	lb.	.91	- —

Dyes, coaltar, for stains, spirit-soluble, same basis

Auramine, O	lb.	1.54	- —
Black, basic, blue	lb.	.91	- —
Jet	lb.	.91	- —
Blue, methylene, 2 B, conc.	lb.	1.21	- —
Brown, Bismarck, R, conc.	lb.	.61	- —
Chrysodine, R, extra	lb.	.44½	- —
Y, extra	lb.	.48	- —
Fuchsine, conc	lb.	2.63	- —
Green, Malachite, conc.	lb.	1.64	- —
Rhodamine, B	lb.	4.37	- —
Safranine, Y, conc.	lb.	2.19	- —
Violet, methyl, B	lb.	.87	- —

BEMIS MINUTE MOVIES
FOR SHIPPERS WHO WANT TO SAVE TIME AND MONEY
★ ★ ★
CEDRIC,
THE CHEMICAL THAT WALKED IN HIS SLEEP
Cedric is a strange chemical . . . has the jitters . . . is hard to control.
Formerly he sifted about in storage . . . went sleep-walking and wasted his strength.
He needed better packaging . . . got it in a Bemis Waterproof Bag. Now he sleeps like a baby through long days and nights in storage.
BEMIS WATERPROOF BAGS
And Cedric's rarin' to go when it's time for work.
Some chemicals sift out of ordinary containers and cause additional loss by damaging products nearby. They need the protection of Bemis Waterproof Laminated Textile Bags. These bags are extra sturdy . . . they resist tears and punctures. They are fully tested *before* they're put to work. *These pre-tests stop protests* . . . assure complete satisfaction.
Guard your products during shipment and keep them safe in storage with Bemis Waterproof Bags. Mail coupon now for prices and complete information.
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(Product)
Name
Company
Street
City
Zone State

Dyes, Coaltar, For Stains, Water-soluble—Gentian Root

Dyes, coaltar, for stains, water-soluble, same basis.
- Black, acid blue, B, extra....lb. .61 - —
- Orange, acid, Y, conc....lb. .36 - —
- Rhodamine, azo-, R, extra, conc. lb. .79 - —
- Scarlet, crocuine, MOO....lb 1.12 - —
- Yellow, azo-, conc....lb .81 - —
- Fast light, 3 G, extra....lb. 1.69 - —
- Methanil, conc....lb .70 - —

Oil-soluble, spirit-soluble, water-soluble dyes in kegs, 3c. higher; tins, 10c. higher.

E

Echinacea root, bls....lb .50 - .55
Egg albumen (see Albumen).
- Yolk, dried, dom., bbls....lb. .99 - 1.02
- tanners, bbls....lb. .06 - .07

Elder flowers, bright, bls....lb .50 - .55
Elecampane root, bls....lb .35 - .40
Elm bark, grinding, bls....lb. .35 - .36
- powd., bbls., bxs....lb. .48 - .54
- select, bndls....lb. .70 - .75

Emetine hydrochloride, bots....oz.53.50 -54.00
Ephedra herb, bls....lb .20 - .21
Ephedrine, synthetic, USP, anhydrous bots., 100 ozs....oz. .81 - —
- hydrous, bots., 100 ozs....oz. .78 - —
- Hydrochloride, tin, 100 ozs....oz. .60 - —
- Sulphate, cryst., tins, 100 ozs..oz. .57 - —
- powd., tins, 100 ozs....oz. .58 - —

Epichlorhydrin, dms., c.l., works, lb. .26½- —
- l.c.l., works....lb .27 - —
- tanks, works....lb .25 - —

Epinephrine, synth., USP, bots. gram .60 - .70
Epsom salt, tech., bgs., c.l....100 lbs. 2.30 - —
- l.c.l....100 lbs. 3.05 - —

USP, cryst., bgs., c.l....100 lbs. 2.50 - —
- l.c.l., 5,000 lbs., 1 withdrawal, 100 lbs 3.25 - —
- smaller lots....100 lbs. 3.50 - —

Epsom salt prices freight equalized: Baltimore, Carteret, N. J.; Chicago, Cincinnati, Cleveland, Midland, Mich.

Ergot, USP, cns....lb 1.25 - 1.30
Eserine, bots....oz.55.00 -56.00
- Sulphate, bots....oz 60.00 -61.00

Ether, acetic (see Ethyl acetate).
- Amyl, dms., c.l., works....lb. .095 - —
- l.c.l., works....lb .102 - —
- tanks, works....lb. .085 - —

Butyl, dms., l.c.l., dlvd....lb. .31 - —
Butyric (see Ethyl butyrate).
Dichloroethyl, purif., dms., works, frt. equald..lb. .13½- —
- l.c.l., same basis....lb. .14 - —
- tanks, same basis....lb. .12½- —

Ethyl (see Ether, sulphuric).
Isopropyl, dms., c.l., dlvd....lb. .06 - —
- l.c.l., dlvd....lb. .06½- —
- tanks, dlvd....lb. .04½- —

Nitrous, conc., bots., 100 lbs....lb. .98 - 1.10
Sulphuric, conc., dms....lb .18 - .23
- USP, anesthesia, hospital, cns..lb. .75 - 1.05
- synthetic, dms., c.l., frt. alld..lb. .18 - —
- l.c.l., same basis....lb. .19 - —
- tanks, same basis....lb. .16 - —

Ethyl acetate, natural, fermentation, 85-88%, dms., c.l., frt. alld..lb. .17½- —
- l.c.l., frt. alld....lb. .18½- —
- tanks, frt. alld....lb. .16 - —
- 95-98%, dms., c.l., frt. alld..lb. .18 - —
- l.c.l., frt. alld....lb. .19 - —
- tanks, frt. alld....lb. .16½- —

Ethyl acetate, natural, 99%, dms., c.l., frt. alld..lb. .18½- —
- l.c.l., frt alld....lb. .19½- —
- tanks, frt. alld....lb. .16¾- —

NF, dms....lb. .80 - —
synthetic, 85-90%, dms., c.l., frt. alld..lb. .13½- —
- l.c.l., frt. alld....lb. .14½- —
- tanks, frt. alld....lb. .12 - —

95-98%, dms., c.l., frt. alld....lb. .13½- —
- l.c.l., frt. alld....lb. .14½- —
- tanks, frt. alld....lb. .12¼- —

Acetoacetate, dms., c.l. works....lb. .55½- —
- l.c.l., frt. alld....lb. .56½- —

Benzoate, bots....lb. .60½- .66
Betnethoxypropionate, dms., works, lb. .70 - —
Bromide, tech., 98% dms....lb. .36 - .40
Butyrate, bots....gal. 5.50 - —
- cns., works....lb. .65 - .70
- dms., works....lb. .60 - —

Carbamate, dms. dlvd. E....lb. .58 - —
Chloride, tech., tanks....lb. .13½- —
- USP, bbls., cyl....lb. .20 - .22

Cinnamate, cns....lb. 2.80 - 3.60
Formate, cns., lb., dlvd....lb. .60 - —
- dms., dlvd....lb. .60 - —

Formate, dms....No stocks.
Iodide, bots....lb. 4.08 - 4.27
Lactate, dms., works....lb. .41 - —
Methycrylate, M 2, dms., works..lb. .60 - —
- cns., works....lb. .63 - .67
- P-2, cns., works....lb. .65 - —

Myristate, dms., works....lb. No prices
Oenanthate, dms....lb. 2.60 - 3.25
Oleate, dms., l.c.l., works....lb. .75 - —
Oxalate, dms., frt. alld....lb. .33 - —
Silicate, dist. (see Tetraethyl orthosilicate)
40% available SiO_2, dms., works, lb. .50 - —
Ethylalphanaphthylamine, bbls....lb. .80 - —
Ethylanilin, dms....lb. .60 - —
Ethylcellulose fib. dms., 5,000 lbs., works..lb. .52 - —
- smaller lots, works....lb. .54 - .62

Ethyldjetxanolamine, dms., l.c.l. works lb. .80 - —
Ethylene dichloride, dms., c.l., works frt. alld. E. of Rockies..lb. .09 - —
- West of Rockies....lb. .09½- —
- l.c.l., works, frt. alld. E. of Rockies..lb. .11½- —
- West of Rockies....lb. .12 - —
- smaller containers....lb. .12½- —
- tanks, frt. alld. E. Rockies...lb. .08 - —
- West of Rockies....lb. .08½- —

Oxide, dms., c.l., works....lb. .20 - .21
- l.c.l., works....lb. .21 - .22
- tanks, works....lb. .15 - .16

Trichloride (see Trichloroethane).
Ethylenediamine, tanks, works....lb. .50 - —
Ethyleneglycol, dms., c.l., frt. alld. E. lb. .15 - —
- l.c.l., same basis....lb. .16 - —
- tanks, same basis....lb. .13½- —

Diethylether, dms., l.c.l., works..lb. .50 - —
Monobutylether, dms., c.l., works..lb. .21½- —
- l.c.l., works....lb. .22 - —
- tanks, works....lb. .20 - —

Monoethylether, dms., c.l., works..lb. .18 - —
- l.c.l., works....lb. .18½- —
- tanks, works....lb. .16½- —

Monoethylether acetate, dms., c.l., works..lb. .16½- —
- l.c.l., works....lb. .17 - —
- tanks, works....lb. .15 - —

Monomethylether, dms., c.l., works..lb. .19½- —
- l.c.l., works....lb. .20 - —
- tanks, works....lb. .18 - —

Monomethylether acetate, dms., c.l., works..lb. .24½- —
- l.c.l., works....lb. .25 - —
- tanks, works....lb. .23 - —

Ethylethanolamines, mixed, dms., c.l., works..lb. .32 - —
- l.c.l., works....lb .33 - —

Ethylmonoethanolamine, l.c.l., dms. works..lb .80 - —
Ethylmorphine, hydrochloride, bots....oz 11.85 - —
Ethylorthotoluidine, bbls....lb .80 - —
Ethylvanillin, cns., 5 lbs or more..lb 6.75 - —
- smaller lots....lb 6.80 - 6.90

Eucalyptol, USP, cns., dms....lb. 2.65 - 4.00
Eucalyptus leaves, bls....lb. .12 - .13
Eugenol, prime USP XII....lb 2.95 - 3.25
Euphorbia, pil., herb bls....lb. .15 - .16

F

Feldspar, enamel, 100 mesh bgs. works, ton 17.00 -20.50
- bulk, c.l., works....ton 14.00 -17.50

Glass, 20 mesh, bgs., tons, works ton 12.75 -16.25
- bulk, c.l....ton 9.75 -12.25

Pottery, bulk, c.l., works....ton.17.00 -19.00
- bgs., l.c.l., 2 tons, works....ton 20.00 -22.00

Fennel seed, Argentine, bgs....lb. .08½- .09
- Indian, bgs....lb .15 - .15½

Fenugreek, domestic, bgs....lb. .10 - .10½
- Indian, bgs....lb .11 - .11½
- futures, bgs....lb. .10½- .11

Ferric sulphate (see iron sulphate, ferric)
Film scrap, colored, cs., works....lb. .13½- —
- water-white, cs., works....lb .14½- —

Fir balsam, Canada, cns....gal.32.50 -33.00
- oregon, bbls....gal. 2.25 - 2.50

Fishberries, bgs....lb .24 - .25
Fishliver oils (see Oil, fishliver)
Fishmeal, grd., 60% protein, bgs. Balto. area...ton.125.00 - —
- 65% protein, bgs., Balto. area...ton.140.00 - —

Fishscrap, dried, 60% protein, bulk. Balto. area...ton110.00 - —
Flaxseed, black, bgs....lb. .25 - .26
- blonde, bgs....lb. .26 - .27
- Husks, bgs....lb. .12 - .13

Fluorspar, acid grade, bgs., c.l., mines, ton.45.50 - —
- l.c.l., mines....ton.47.50 - —
- bulk, contract, c.l., mines....ton.40.00 - —
- noncontract c.l., mines....ton.43.00 - —
- l.c.l., mines....ton 45.00 - —

ceramic grade, No 1, ground, 98-92% CaF_2, bulk, c.l., mines net ton 38.50 - —
washed gravel, 70% or more, CaF_2 bulk, c.l., mines...ton.34.00 - —
- 65%, bulk, c.l., mines....ton.33.00 - —
- 60%, bulk, c.l., mines....ton.32.00 - —
- less than 60%, bulk, c.l., mines... ton 30.00 - —

Formaldehyde, inhibited, bbls., c.l., works..lb. .0695- —
- l.c.l., works....lb. .0745- —

dms., extra, c.l., works....lb. .0595- —
- l.c.l., works....lb .0615- —
- tanks, works....lb. .0420- —
- tanktrucks, dlvd., N.Y.C....lb. .0445- —

uninhibited, tanks, works....lb. .0460- —
Fringetree bark, bls....lb. .65 - .66
Fuller's earth, dom., powd., bgs., c.l., Fla., Ga. mines..ton.30.00 - —
- Tex. mines....ton.27.00 - —
- spent, bulk, Bayonne....ton 2.00 - 4.00

imp., bgs., c.l....ton.30.00 -40.00
Furfural, tech., dms., c.l., works.lb. .13 - —
- dms., cns., l.c.l., works....lb. .15½- .20½
- tanks, works....lb. .09½- —

Fusel oil, refined, dms., c.l....lb. .29½- —
- l.c.l....lb. .30½- —
- tanks....lb. .28 - —

Fustic extract, cryst., No. 1, bbls., l.c.l. lb. .42½- —
- No. 1A, bbls., l.c.l....lb. .41½- —
- No. 2, bbls., l.c.l....lb. .40½- —
- No. 3, bbls., l.c.l....lb. .38½- —

liquid, No. 0, bbls., l.c.l....lb. .22 - —
- No. 1, bbls., l.c.l....lb. .20½- —
- No. 2, bbls., l.c.l....lb. .19½- —
- No. 3, bbls., l.c.l....lb. .17 - —

solid, No. 1, bxs., l.c.l....lb. .28 - —

G

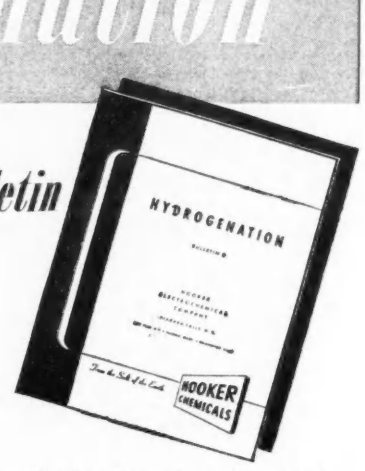
G salt, bbls....lb. .89 - —
Galangal root, bls....lb. .17 - .18
Gambier, plantation, bgs., ex dock..lb. .21 - .23
- Extract, bbls....lb. No stocks

Gammapicoline, 95%, dms., c.l., works. lb. 1.35 - —
Gasoline, at refinery, ex tax, Arkansas, 73-75 octane, tanks.. gal. .107½- —
- Bayonne, 74 octane, tanks....gal. .118 - —
- Gulf coast, 73-75 octane, tanks, gal. .105 - .11
- Group 3, 73-75 octane, tanks..gal. .105 - .125
- Pennsylvania, western, U. S. motor, 74 octane, leaded tanks, gal. .115 - .1175
- natural, 26-70, octane group 3, tanks..gal. 085 - —

Gelatin, silver label, ctns., dlvd....lb. 1.25 - —
- export, cs....lb. 1.35 - —

Gelatin price 5c. higher for deliveries in Ariz., Calif., Colo., Idaho, Mont., Nev., N. Mex., Ore., Tex., Utah, Wash., Wyo
Gelsemium root, bls....lb. .35 - .40
Gentian root, bls....lb. .16 - .17
- grd., bbls., bxs....lb. .19 - .20
- powd., bbls., bxs....lb. .21 - .22

If you are interested in
Hydrogenation



You will be interested in this bulletin

Whatever the stage of your "thinking" regarding the hydrogenation of your products or raw materials, you ought to have a copy of the new Hooker Hydrogenation Bulletin. This Bulletin describes the hydrogenation facilities of Hooker's two plants, the types of hydrogenations we are doing, the procedure for both preliminary and laboratory evaluation and the help that Hooker hydrogenation experts can give you.

Hooker has been carrying out hydrogenations at pressures as high as 2500 p.s.i. Careful supervision and the use of high purity hydrogen, a co-product from the electrolytic production of chlorine and caustic soda, assure commercial processing with no diminution of product purity.

Demands on Hooker facilities for hydrogenation are increasing continually. If you are considering hydrogenation, even remotely, we suggest you send for a copy of this Hydrogenation Bulletin, No. 8. A request on your company letterhead will bring it to you. Your next step might well be a discussion of your needs with us so that when ready, your hydrogenation requirements may be fulfilled without delay.

HOOKER ELECTROCHEMICAL COMPANY
1 Forty-Seventh St., Niagara Falls, N. Y.
New York, N. Y. Wilmington, Calif. Tacoma, Wash.

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Caustic Soda Chlorine Paradichlorbenzene Sodium Sulfide Muriatic Acid Sodium Sulfhydrate

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Drums that are better-looking...
Drums that are quickly identified...
Drums protected by Tri-Sure Closures..

THE packaging program of Esso Standard Oil Company has made major advances in merchandising, economy and protection.

Distinctive designing — uniform for each group of products — assures quick identification and eye-appeal at the point of sale.

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And *Tri-Sure Closures* — installed on drums — have provided the *protection* which fine products deserve . . . protection from seepage, leakage and pilferage . . . protection that safeguards a great reputation... protection that assures every customer of full drums and full value.

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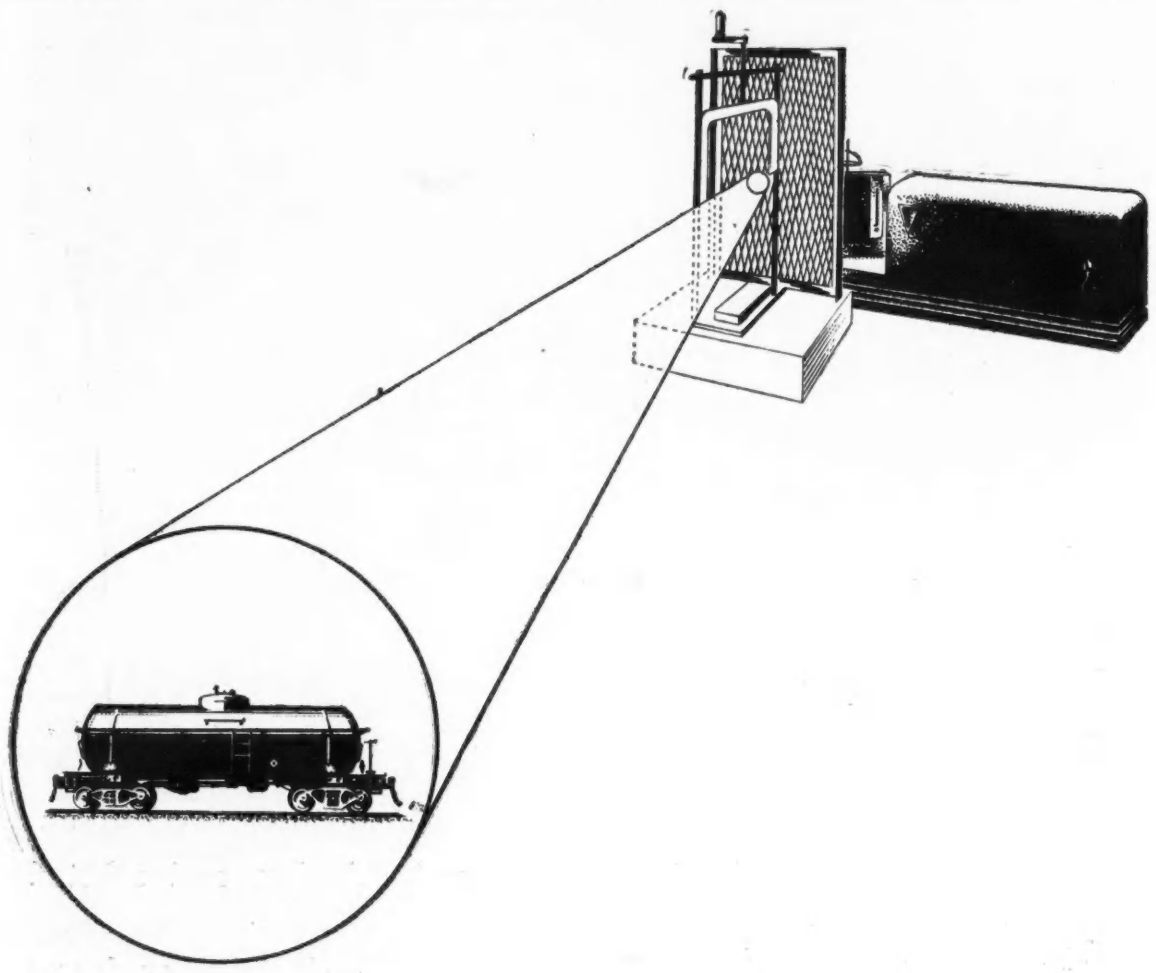
Reg. U. S. Pat. Off.
CLOSURES

Always specify "Tri-Sure Closures" on drum orders

AMERICAN FLANGE & MANUFACTURING CO. INC., 30 ROCKEFELLER PLAZA, NEW YORK 20, N. Y.
TRI-SURE PRODUCTS LIMITED, ST. CATHARINES, ONTARIO, CANADA

Geraniol—Gypsum, Terra Alba

Geraniol, 92-96%, cns., dms......lb. 3.40 - —
prime .....lb. 2.75 - —
Geranyl acetate, cns......lb. 3.35 - 3.90
Ginger, oleoresin, bots......lb. 4.25 - 4.75
Root, African, bls.....lb. .15 - .15½
Cochin, bleached, bgs.....lb. No stocks
unbleached, bgs., futures.....lb. .20 - .20½
Jamaica, No. 1, bgs.....lb. .20 Nom.
No. 2, bgs.....lb. .19 - .19½
No. 3, futures.....lb. .17 - .17½
Rhattoon, bgs.....lb. .16½- .17
Glauber's salt, anhyd. (see Soda sulphate).
cryst., bgs., works.....100 lbs. 1.25 - 1.75
l.c.l., bgs., works.....100 lbs. 1.75 - 2.10
Glue, bone, calcium type, 24 millinoise, 36 jellygrams, bgs., c.l., East of Midwest..lb. .21 - .24
36/36, bgs., c.l., same basis.....lb. .22 - .26
58/82, bgs., c.l. ,same basis.....lb. .23 - .26
82/108, bgs., c.l., same basis.....lb. .25 - .27
Bone glue, l.c.l. prices, 1c. higher than c.l.
ground, 40-45 jelly in grams, bgs., c.l. (50,000 lbs.), dlvd..lb. .26 - —
l.c.l., same basis.....lb. .27 - —
pulverized, 60 jelly in grams, bgs., c.l. (50,000 lbs.), same basis..lb. .27½- —
l.c.l., same basis.....lb. .28½- —
hide, 100-121 (jelly in grams), bgs., c.l., dlvd..lb. .23 - .27
122-149, bgs., c.l., dlvd.....lb. .25 - .29
150-177, bgs., c.l., dlvd.....lb. .25 - .29
178-206, bgs., c.l., dlvd.....lb. .26 - .30
207-236, bgs., c.l., dlvd.....lb. .27 - .31
237-266, bgs., c.l., dlvd.....lb. .28 - .32
267-298, bgs., c.l., dlvd.....lb. .29 - .33
299-330, bgs., c.l., dlvd.....lb. .30 - .34
331-362, bgs., c.l., dlvd.....lb. .31 - .35
Glue, hide, 363-394, bgs., c.l., dlvd..lb. .32 - .36
395-427, bgs., c.l., dlvd.....lb. .33 - .37
428-460, bgs., c.l., dlvd.....lb. .34 - .38
461-494, bgs., c.l., dlvd.....lb. .35 - .39
495-529, bgs., c.l., dlvd.....lb. .36 - .40
Hide glue l.c.l. prices 1c. higher than c.l. bbls., ½c. more than bgs.
Glycerin, crude, saponification, 88% to refiners, tanks, dlvd..lb. .28 - .30
soapIye, 80%, tanks, dlvd.....lb. .27 - .29
dynamite, dms., c.l., dlvd.....lb. .39½- .40¼
l.c.l., dlvd. .....lb. .40 - .40¾
tanks, dlvd. .....lb. .39¼- .40
high gravity, dms., c.l.....lb. .39½- .40¼
l.c.l. .....lb. .40 - .40¾
tanks .....lb. .39¼- .40
refined, BP, 98%, dms., c.l.....lb. .39¾- .41½
tanks .....lb. .39½- .41¾
USP, 95%, dms., c.l.....lb. .39½- .41¼
l.c.l .....lb. .40 - .41¾
tanks .....lb. .39¼- .40
yellow, distilled, dms., c.l.....lb. .39¾- .40½
l.c.l. .....lb. .39¾- .40¾
Glycine USP (see Acid, aminoacetic).
Glycol boriborate, dms.....lb. .22 - —
Stearate, dms. .....lb. .26 - —
Gold chloride, acid-brown, bots.....oz.22.00 -22.25
acid-yellow, bots. .....oz.20.00 -20.25
Gold of pleasure seed, bgs., futures.
lb. .80 - .81
Goldenseal root, bls.....lb. 5.50 - 5.75
powd., bxs.....lb. 5.75 - 6.00
Gold-sodium chloride, photo, bots..oz.13.50 -14.00
USP IX, bots.....oz.14.50 -15.00
Grains of paradise, bgs.....lb. .43 - .44
Graphite, imported, amorph., powd., bgs., dlvd..lb. .04 - .06
crystalline, 88-90%, powd., bgs., ex whse..lb. .14 - .16
90-92%, powd., bgs., ex whse. lb. .16 - .19
97%, powd., bgs., ex whse....lb. .22 - .25
flake, No. 1, 90-95%, bgs., ctns., ex whse..lb. .21 - .22
No. 2, bgs., ex whse.....lb. .23 - —
Grease, house, loose.....lb. .11½- .12½
White, choice, loose.....lb. .13 - .14
Wool (see Degras and Lanolin).
Yellow, loose .....lb. .12 - .13
Green, brilliant, thioflavin, toner, molybdic, kgs., works..lb. 4.25 - 4.50
Tungstic, kgs., works.....lb. 4.25 - 4.50
Chrome, CP, dark, light, medium, blue content up to 5%, bbls., dlvd. N. of Tenn. and N.C. E. of Miss., including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. .34½- —
6-10%, bbls., same basis..lb. .35½- —
11-15%, bbls., same basis..lb. .36½- —
16-20%, bbls., same basis..lb. .37 - —
21-25%, bbls., same basis..lb. .38 - —
26-30%, bbls., same basis..lb. .38½- —
31-35%, bbls., same basis..lb. .38 - —
36-40%, bbls., same basis..lb. .41 - —
41-45%, bbls., same basis..lb. .42½- —
46-50%, bbls., same basis..lb. .44½- —
50% and over, bbls., same basis..lb. .45½- —
reduced color, 5%, bbls., same basis. lb. .10 - —
6-10%, bbls., same basis..lb. .10¾- —
11-13%, bbls., same basis..lb. .11¼- —
14-16%, bbls., same basis..lb. .12 - —
17-19%, bbls., same basis..lb. .12½- —
20-21%, bbls., same basis..lb. .12½- —
Green, chrome, reduced color, 22-23%, bbls., same basis.....lb. .12¾- —
24-25%, bbls., same basis..lb. .13 - —
26-27%, bbls., same basis..lb. .13½- —
28-29%, bbls., same basis. lb. .14 - —
30-31%, bbls., same basis. lb. .15 - —
32-33%, bbls., same basis..lb. .16¼- —
34-35%, bbls., same basis..lb. .17¼- —
36-40%, bbls., same basis..lb. .20 - —
41-45%, bbls., same basis..lb. .22½- —
46-50%, bbls., same basis..lb. .23¾- —
51-55%, bbls., same basis..lb. .23½- —
56-60%, bbls., same basis..lb. .24 - —
61-65%, bbls., same basis..lb. .25 - —
66-70%, bbls., same basis..lb. .26¾- —
Chrome green prices are ½c. higher dlvd Ala., Fla., Ga., La. (Shreveport, 1½c.), Miss., N. C., S. C., Tenn., Texas (Dallas, Ft. Worth, 1½c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1c. higher dlvd. Pac. coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Green, chromium oxide, hydrated, bbls., works.....lb. .75 - 1.00
pure, bgs., works.....lb. .31½- .38
Malachite, thioflavin toner, molybdic, bbls., works..lb. 3.00 - —
Tungstic, bbls., works .....lb 3.40 - —
Paris (see P).
Phthalocyanin toner, bbls., works..lb. 4.40 - 5.00
Tungstated, brilliant, kgs.....lb. 3.00 - 4.00
Emerald, kgs. .....lb. 2.60 - —
Verdigris (see V)
Dyes (see Dyes, coaltar).
Grindelia robusta herb, bls.....lb. .30 - .35
Guaiac resin, cs.....lb. .48 - .49
Wood, bls. .....lb. .35 - .36
Guaiacol, cryst., NF, tins.....lb. 1.90 - —
liquid, NF, bots., clys.....lb. 1.80 - 1.85
Carbonate, NF, dms.....lb. 2.85 - —
Guarana, powd., cs. .....lb. 2.00 - 2.10
Gum, accroides (see Gum, yacca).
Aloe (see A.)
Ammoniac, tears, cs.....lb. .90 - .95
Arabic, amber, sorts, bgs.....lb. .14 - .14½
white, sorts, 1, bgs.....lb. .28 - .29
powdered, USP, bbls. .....lb. .20½- .21
Asafetida (see A).
Asphaltum (see A).
Benzoin, Sumatra, cs.....lb. .40 - .45
Camphor (see C).
Copal, Congo, No. 1, bgs.....lb. .26 - .28
No. 2, bgs.....lb. .21 - .23
No. 3, bgs.....lb. .17 - .18
Macassar DBB, bgs.....lb. .23½- .24½
MFA, bgs.....lb. .23½- .24½
Inhambane, bgs.....lb. .27½- .28½
Philippine, 1st quality, bgs.....lb. .27 - .29
2nd quality, bgs.....lb. .22 - .24
3rd quality, bgs.....lb. .19 - .22
Dammar, Batavia, AE, cs.....lb. .24½- .26½
E, cs.....lb. .18 - .19
Singapore, No. 1.....lb. .29 - .30
No. 2, cs.....lb. .23 - .27
East India, black, bold, bgs.....lb. .14 - .15½
Batu, gold, bgs.....lb. .11 - .12½
rubs, bgs.....lb. .08½- .09½
Elemi, cns.....lb. .25 - .27
Ester, gum-rosin type, dms., c.l., dlvd, Ill., Ind., Ky., Mich., Mid-Atl. States, N. E. States, Minneapolis, N. C., Ohio, St. Louis, St. Paul, Va., W. Va.....lb. .17 - .17¾
wood-rosin type, dms., c.l., dlvd., Ill., Ind., etc..lb. .17 - .17¾
Euphorbium, cs. .....lb. .50 - .55
Galbanum, cs. .....lb. .85 - .90
Gamboge, pipe, cs. .....lb. 1.70 - 2.00
powd., bbls. .....lb. 1.95 - 2.25
Ghatti, No. 2, bgs.....lb. .35 - .37
No. 3, bgs. .....lb. .31 - .33
Guaiac (see Guaiac resin).
Karaya, No. 1.....lb. .46 - .51
No. 2.....lb. .38 - .43
No. 3.....lb. .33 - .36
No. 4.....lb. .28 - .31
No. 5.....lb. .23 - .27
No. 6.....lb. .20 - .22
Kauri, bgs.....lb. .31½- .32¾
Locust bean, powd., bgs.....lb. .42 - .48
Mastic, cs. .....lb. 2.25 - —
Myrrh, cs.....lb. .35 - .38
Olibanum, siftings, cs. .....lb. .12 - .13
tears, cs. .....lb. .22 - .38
Opium (see O).
Red (see Gum yacca).
Rosin (see R).
Sandarac, cks.....lb. 1.20 - 1.45
Scammony, cs. .....lb. 1.50 - 1.55
Sterculia (see Gum, karaya).
Talha, bgs. .....lb. .10 - .11
Tragacanth, No. 1, cs.....lb. 3.60 - 3.70
No. 2, cs. .....lb. 3.20 - 3.25
No. 3, cs. .....lb. 2.25 - 2.40
powdered, USP, bbls. .....lb. 1.35 - 1.45
Yacca, bgs. .....lb. .06 - .07
Gypsum, Keene's cement, paper bgs., c.l., Acme, Tex., frt. equald..
ton.22.65 - —
Harlem river, N. Y., frt. equald. ton.28.25 - —
Medicine Lodge, Kans., frt. equald..ton.17.00 - —
New Brighton, N. Y., frt. equald. ton.30.65 - —
Southard, Okla., frt. equald.ton.17.00 - —
Sweetwater, Tex., frt. equald. ton.21.45 - —
Plaster of paris, paper bgs., c.l., Acme, Texas, frt. equald..ton.12.50 - —
Blue Rapids, Kans., frt. equald ton.10.50 - —
Harlem river, N. Y., frt. equald. ton.12.00 - —
Medicine Lodge, Kan., frt equald...ton.12.50 - —
New Brighton, N. Y., frt. equald. ton.18.00 - —
Southard, Okla., frt. equald..ton.12.50 - —
Sweetwater, Tex., frt. equald... ton.12.50 - —
Stucco, paper bags., c.l., Acme, Texas, frt. equald..ton. 8.00 - —
Akron, N. Y., frt. equald..ton. 8.00 - —
Blue Rapids, Kans., frt. equald. ton. 8.00 - —
Clarence Center, N. Y., frt. equald..ton. 8.00 - —
Fort Dodge, Iowa, frt. equald. ton. 8.00 - —
Grand Rapids, Mich., frt. equald..ton. 8.00 - —
Gypsum, Ohio, frt. equald..ton. 8.00 - —
Harlem river, N. Y., frt. equald. ton. 8.00 - —
National City, Mich., frt. equald..ton. 8.00 - —
New Brighton, N. Y., frt. equald. ton. 8.00 - —
Plasterco, Ga., frt. equald..ton. 8.00 - —
Portsmouth, N. H., frt. equald. ton. 8.00 - —
Roton, Texas, frt. equald..ton. 8.00 - —
Saltville, Va., frt. equald..ton. 9.00 - —
Southard, Okla., frt. equald.ton. 8.00 - —
Sweetwater, Texas, frt. equald. ton. 8.00 - —
Terra alba, paper bgs., c.l., Harlem river, N. Y., works.ton.22.50 - —
New Brighton, N. Y., works... ton.21.00 - —



do your requirements call for a better grade caustic soda?

If pure, uniform caustic soda is a desirable factor in your production plans, it will pay you to get acquainted with Wyandotte Caustic Soda.

Produced by the Mercury Cell method, this exceptionally high-grade chemical is ready for use, as prepared, without further processing. That's an important advantage! Its purity and uniformity are not dependent upon the efficiency of a purification system.

Within a very short time, we expect to complete facilities which will almost double our present production of Mercury Cell Caustic.

If your particular requirements include quality caustic soda, or any of the chemicals listed below, why not ask Wyandotte?

WYANDOTTE CHEMICALS CORPORATION
WYANDOTTE, MICHIGAN • OFFICES IN PRINCIPAL CITIES

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Soda Ash • Caustic Soda • Bicarbonate of Soda • Calcium Carbonate • Calcium Chloride • Chlorine • Hydrogen • Dry Ice • Glycols
Ethylene Dichloride • Propylene Dichloride • Chloroethers • Aromatic Sulfonic Acid Derivatives • Other Organic and Inorganic Chemicals

H

Hawthorn berries, bgs.....lb. .55 - .57
Heliotropin, cryst., cns.....lb. 3.15 - 4.00
Hellebore, white, powd., bbls.....lb. .70 - .71
Helonias root, bls.....lb. 2.20 - 2.25
Hematine extract, cryst., No. 0, bbls., l.c.l..lb. .45½- —
No. 1, bbls., l.c.l.....lb. .44½- —
No. 1A, bbls., l.c.l.....lb. .41½- —
No. 2, bbls., l.c.l.....lb. .40½- —
No. 3, bbls., l.c.l.....lb. .38½- —
No. 4, bbls., l.c.l.....lb. .36½- —
No. 5, bbls., c.l.....lb. .34½- —
paste, No. 1, bbls., l.c.l.....lb. .19 - —
No. 2, bbls., l.c.l.....lb. .18 - —
No. 3, bbls., l.c.l.....lb. .17 - —
No. 4, (red), bbls., l.c.l.....lb. .12½- —
Hemlock bark extract, 25% tannin, bbls., c.l., works..lb. No stocks
tanks, works.....lb. No stocks
Henbane leaves, bls.....lb. .90 - 1.15
Henna leaves, bls.....lb. .25 - .28
powd., bbls., bxs.....lb. .34 - .36
Heptane, industrial, tanks, group 3, gal. .12½- .13½
Hexalin (see Cyclohexanol).
Hexaethyl tetraphosphate, cns., works, lb. 1.27 - —
dms., c.l., works.....lb. .86 - —
l.c.l., works.....lb. .90 - 1.00
Hexamethylene-tetramine, tech., bbls., 1,000-lb. lots, Perth Amboy or N.Y.C..lb. .26 - —
smaller lots, same basis.....lb. .27 - —
USP, dms., 500 lbs. or more, same basis..lb. .37 - —
smaller lots, same basis.....lb. .38 - —
Hexane, industrial, tanks, group 3, gal. .13½- .14½
Hexanol, normal, dms., l.c.l., works.lb. .25 - —
Homatropine, hydrobromide, bots...oz.15.00 -25.00
Hydrochloride, bots.....oz.20.00 -22.00
Hoofmeal, 17-18% ammonia bulk, c.l., Chicago..unit-ton. 5.50 - —
Hops, NF, bls.....lb. .35 - 1.30
Horehound, bls.....lb. .12 - .13
Hydrangea root, bls.....lb. .14 - .17
Hydrastine, bots.....oz.53.50 -53.80
Sulphate, bots.....oz.53.50 -53.80
Hydrastinine, 10-grain bots.....bot. 1.95 - —
Hydrastis (see Goldenseal).
Hydrofluramide dms., fib. cns., works, lb. .30 - .40
Hydrogen peroxide, USP, bbls.....lb. .03½- .05
27½%, cbys., E. of Miss. or W. const via Panama Canal..lb. .16½- .18½
35%, cbys., same basis, dms.....lb. .22½- —
dms., c.l., same basis.....lb. .19½- —
l.c.l., same basis.....lb. .20½- —
tanks.....lb. .18½- —
Hydroquinone, bbls., dms.....lb. .90 - .94
Hydroxycitronellal, cns.....lb. 6.50 - 7.50
Hyoscine hydrobromide, bots.....oz.39.00 -47.00
Hyoscyamine, bots.....oz.18.00 -20.00
Hydrobromide, bots.....oz.15.90 -19.50
Sulphate, bots.....oz.14.00 -19.50
Hypernic extract, cryst., No. 1, bbls., l.c.l..lb. .52½- —
No. 2, bbls., l.c.l.....lb. .44½- —
liquid, No. 1, bbls., l.c.l.....lb. .28½- —
No. 2, bbls., l.c.l.....lb. .23½- —
soluble, No. 1, bxs., l.c.l.....lb. .41 - .55
Hyssop herb, bgs.....lb. .40 - .55
Leaves, bgs.....lb. .55 - .60

I

Iceland moss, bgs.....lb. .50 - .52
Ichthammol, NF, bots.....lb. 2.45 - —
Indian red (see Red, Indian).
Indigo, nat., chests.....lb. 2.14 - 2.80
synth., paste, bbls.....lb. .16½- .19
powd., bbls.....lb. .74½- .85
Indol, CP, bots.....lb.18.00 -25.00
Inositol, tins, dlvd.....lb 5.00 - —
Insect flowers (see Pyrethrum).
Iodine, crude, kgs., ex whse., Staten Island..lb. 1.720 - —
resubl., bots., jars.....lb. 2.35 - 2.45
Iodoform, dms., kgs.....lb. 4.30 - 4.74
Ionone ketone, alpha, cns.....lb.12.30 -16.40
beta, cns.....lb. 9.00 -12.70
pure, cns.....lb. 5.05 - 7.95
Methyl (see M).
IPC, bots., 1-5 lbs.....lb. 2.68 - 2.72
fib. dms., 100 lbs., ship't. point..lb. 2.30 - 2.50
50 lbs., ship't point.....lb. 2.40 - 2.72
10-25 lbs., ship't point.....lb. 2.50 - 2.74
Ipecac root, bgs.....lb. 4.75 - 4.90
powd., bgs.....lb. 5.00 - 5.15
Irish moss, bleached, prime, bls. ..lb. .20 - .21
Iron acetate, liquor, 25°, bbls., c.l., works..lb. .09 - —
l.c.l., works.....lb. .09½- —
solut., USP IX, cbys.....lb. .16 - —
djns.....lb. .17 - —
Chloride (ferric), anhydr., tech., dms., c.l., works..100 lbs. 5.25 - —
l.c.l., works.....100 lbs. 6.00 - 7.60
cryst., tech., bbls., works..100 lbs. 5.00 - 6.00
l.c.l. bbls, works.....100 lbs. 5.50 - 8.00
USP X, lump, bbls.....lb. .07½- .08
solut., 42 Be. cbys., works, frt. alld. or equald..lb. .06 - .06½
Citrate, gran., dms.....lb. .77 - .79
Glycerophosphate, N.F., powd...lb. 4.35 - —
Hypophosphite, bbls., dms.....lb. 1.50 - 1.52
Iodide, bots.....lb. 3.48 - 3.63
Naphthenate, 6% Fe, dms., dlvd..lb. .21 - —
Nitrate, red, tech., dms.....lb. .03½- .04
Oxalate, gran., dms.....lb. .83 - .85
Phosphate, soluble, NF, gran., cs.lb. .64 - .65
Pyrophosphate, soluble, NF VII, gran., dms...lb. .69 - .72
Resinate, 7.4% Fe, dms.....lb. .22 - —
Stearate, dms., c.l.....lb. .42 - —
ton lots.....lb. .44 - —
less ton lots.....lb. .45 - —
Sulphate (ferric), anhyd., bgs., c.l., works..ton.52.50 - —
l.c.l., works.....ton.57.50 - —
partially hydrated, bgs., c.l., works..ton.26.50 -28.50
(ferrous), tech. (see Copperas).
USP, cryst., bbls., dms.....lb. .09½- .10
Iron by hydrogen, kgs.....lb. .80 - .85
Iron-ammonium citrate, brown, green, gran., dms..lb. .45 - .46
Oxalate, bbls.....lb. .23½- —
dms., bgs.....lb. .25½- .26½
Iron-sodium oxalate, fine gran., bbls., dms..lb. .23½- .26½
Isobornyl acetate, cns.....lb. .97 - 1.10
Thiocyanoacetate, dms., c.l., works, gal. 3.85 - —
l.c.l., works.....gal. 3.85 - 4.03
tanks, works.....gal. 4.25 - —
Isobutyl acetate, cns.....lb. .97 - 1.25
Methacrylate, M-5, dms., works..lb. .60 - —
cns., works.....lb. .63 - .67
P-5, cns., works.....lb. .60 - —
Propionate, cns.....lb. No prices.
Isobutyraldehyde, dms., works.....lb. .33 - .36
Isoeugenol, extra, cns.....lb. 3.20 - 4.00
cbys., extra.....lb. 3.10 - —
Isoheptane, dms., works.....lb. .45 - .55
Isophorone, dms., c.l., works.....lb. .21 - —
l.c.l., works.....lb. .22 - —
tanks, works.....lb. .20 - —

Isopropanol (see Alcohol, isopropyl).
Isopropyl acetate, dms., c.l., frt. alld., E. of Rockies..lb. .13½- —
l.c.l., same basis.....lb. .14 - —
tanks, same basis.....lb. .12 - —
Alcohol (see Alcohol, isopropyl).
Ether (see Ether, isopropyl).
Phenylcarbamate (see IPC).
Isopropylamine, dms., works.....lb 35 - —

J

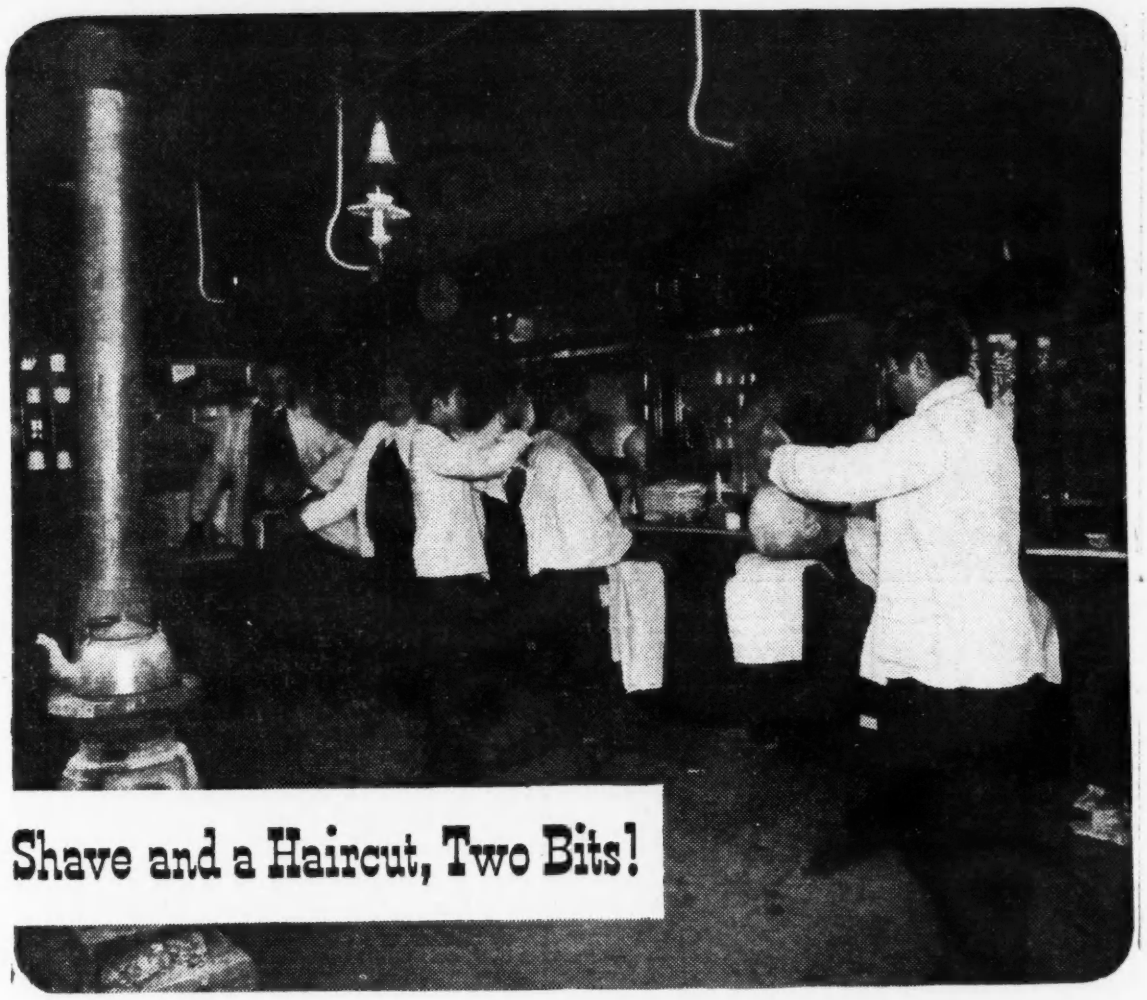
Jaborandi leaves, bls.....lb. .15 - .20
Jalap root, NF, bls.....lb. .44 - .50
powd., bbls., bxs.....lb. .50 - .60
Resin, powd., bxs.....lb. 7.15 - 7.25
Juniper berries, bgs.....lb. .10 - .16
Tar, USP, dms.....lb. .50 - .92

K

Kamala, powd., cns.....lb. .38 - .40
Kaolin (see China clay)
Kava kava root, bls.....lb. .35 - .40
Kerosene, at refinery: Ark., 42-44 w.w., tanks..gal. 09625 - —
Bayonne, 41-43, w.w., tanks..gal. .103 - —
California, 40-43 w.w., tanks..gal. .1175- .1340
Gulf ports, 41-43, w.w., tanks..gal. .0925- .095
Okla.-Tex., 41-43 w.w. tanks..gal. .095 - .09625
Penn., 45 w.w., tanks.....gal. .1125- .13
47 w.w., tanks.....gal. .125 - .13
Kola nuts, bgs.....lb. .07 - .08
Kyanite, imp., low iron content, 10-mesh, whse..ton.85.00 -95.00
calcined, grain, 10-mesh, whse. ton.95.00 -105.00

L

Ladyslipper root, bls.....lb. 1.80 - 2.00
Lanolin, anhyd., cosmetic, dms., works, lb. .24 - .25
USP, dms., works.....lb. .22 - .23
hydrous, cosmetic, dms., works..lb. .23½- —
USP, dms., works.....lb. .21½- —
Lard, cash, tres., Chicago.....lb .25½- .24
Larkspur seed, bgs.....lb. .55 - .57
Laurel berries, bls.....lb. .25 - .26
Leaves, Portuguese, bls.....lb. .07½- .08
Greek, bls., futures.....lb. .14 - .14½
Lavender flowers, medium, bls.....lb. .66 - —
ordinary, bls.....lb. .30 - .31
select, bls.....lb. .75 - —
Lead acetate, white, crystals, bbls..lb. .20 - —
gran., bbls.....lb. .20½- —
powd., bbls.....lb. .20½- —
Arsenate, dealers, basic, powder, 6-lb. bgs. or larger, c.l..lb. .23½- —
l.c.l.....lb. .24½- .25½
1-lb. bgs., c.l.....lb. .31 - —
l.c.l.....lb. .32 - .33
Lead arsenate prices are works or whse. frt. alld. on 96 lbs. or more to dest. East.
Blue, basic sulphate, bbls., c.l., ship't point, frt. alld..lb. .18½- —
l.c.l., works.....lb. .19½- —
Carbonate (see Lead, white).
Chloride, fib. dms.....lb .49 - —
Iodide, NF V, jars.....lb. 2.04 - 3.13
Linoleate, solid, 13%, bbls.....lb. .38½- —
Metal, pigs, prime, N. Y.....lb. .17½- —
E. St. Louis.....lb. .1750- —
Lead, metallic paste, dms., 10,000-40,000 lbs., works..lb. .27½- —
2,000-10,000 lbs., same basis...lb. .28½- —
up to 2,000 lbs., same basis..lb. .30 - —
Naphthenate, liquid, 16% Pb, dms., dlvd..lb. .16½- —
24% Pb, dms., dlvd.....lb. .22½- —
Nitrate, bbls., c.l.....100 lbs.20.10 - —
l.c.l.....100 lbs.20.35 - —
Oleate, bbls.....lb. .38½- —
Peroxide, powd., tech., bbls.....lb. 29 - 31
Red, 95% Pb_3O_4 or less, bbls., c.l., ship't point, frt. alld..lb .20½- —
l.c.l., same basis.....lb. .21½- —
97% Pb_3O_4, bbls., c.l., same basis, lb. .20½- —
l.c.l., same basis.....lb. .21½- —
98% Pb_3O_4, bbls., c.l., same basis, lb. .20½- —
l.c.l., same basis.....lb. .21½- —
Resinate, precip., 23.8% Pb, dms..lb. .25 - —
Silicate, pgs.....lb. .77 - .17½
Stearate, bbls., c.l.....lb. .49 - —
ton lots.....lb. .51 - —
less ton lots.....lb. .54 - —
Sulphate (see Lead, blue; Lead, white, basic sulphate)
Tallate, liquid, 16% Pb, dms....lb. .15 - —
solid, 30% Pb, dms.....lb. .23½- —
White, basic carbonate, bgs., c.l., ship't point, frt. alld..lb. .19 - —
l.c.l., same basis.....lb. .20 - —
basic silicate, bgs., c.l., ship't point, frt. alld..lb. .17½- .21½
l.c.l., same basis.....lb. .17½- .22½
basic sulphate, bgs., c.l., ship't point, frt. alld..lb. .15½- —
l.c.l., same basis.....lb. .16½- —



Shave and a Haircut, Two Bits!

The price of a haircut has gone up a lot since the nineties, and that's not all that has changed. Back in those "good old days" Esso Standard had just begun to study and experiment with light fraction petroleum refining...out of which came Esso Solvents.

ONE OF THESE SOLVENTS

is today used in the manufacture of razors, razor blades, and other rust-resistant metal products. Esso Solvents also play a role in many other industries ... from automobiles to textiles, from rubber to wood preservatives ... wherever uniform high quality and stability is required.

There are many grades of high quality Esso Solvents for many purposes. If you have any solvents problems, your nearest Esso Solvents sales representative will be glad to help you with them. Why not call or write us soon?

ESSO STANDARD OIL COMPANY
Boston, Mass.—New York, N. Y.—Elizabeth, N. J.—Baltimore, Md. Richmond, Va.—Charleston, West Va.—Charlotte, N. C.—Columbia, S. C. Memphis, Tenn.—Little Rock, Ark.—New Orleans, La.

ESSO STANDARD OIL COMPANY OF PENNSYLVANIA
Philadelphia, Pa.

Lecithin—Mercury Oxide, Yellow

Lecithin, edible, tech., bleached, dms., non-ref., c.l., works...lb. .22 - —
l.c.l., same basis...lb. .24 - .29
unbleached, c.l., same basis...lb. .20 - —
l.c.l., same basis...lb. .22 - .27
Lemon peel, bls...lb. .25 - .30
Licorice extract, mass, cns...lb. .25 - .30
powd., bbls...lb. .40 - .42
Root, bls...lb. .06 - .07
5-lb. bundles, cs...lb. .60 - .65
powd., bbls...lb. .10½- .11
Lignin extract, tanning grade, bgs., c.l., works...lb. .01¾- —
Lime, agricultural, bulk, works...tons. 9.00 - 9.50
Chemical (quicklime), lump, pebble, bulk, Adams, Mass...ton. 9.00 - —
Annville, Pa...ton. 9.00 - —
Bellefonte, Pa. ...ton. 9.00 - —
Berkeley, W. Va...ton. 9.00 - —
Buffalo, N. Y...ton. 9.00 - —
Carey, Ohio ...ton. 7.00 - —
Cedar Hallow, Pa...ton. 9.50 - —
Crab Orchard, Tenn...ton. 8.50 - —
Eagle Mountain, Va...ton. 8.50 - —
Farnams, Mass. ...ton. 9.00 - —
Gibsonburg, Ohio...ton. 9.00 - —
Hannibal, Mo...ton. 8.50 - —
Keystone, Ala. ...ton. 8.50 - —
Knoxville, Tenn...ton. 8.50 - —
Limedale, Ark...ton. 8.50 - —
Longview, Ala...ton. 9.00 - —
Manistique, Mich...ton. 8.00 - —
Marblehead, Ohio...ton. 8.50 - —
Martinsburg, W. Va...ton. 8.50 - —
Menominee, Mich...ton. 9.00 - —
Mitchell, Ind...ton. 8.00 - —
Newala, Ala...ton. 7.50 - —
Lime, chemical (quicklime), lump, pebble, bulk, Ripplemead, Va...ton. 8.50 - —
Riverton, Va...ton. 8.50 - —
Rockland, Maine...ton. 9.00 - —
Scioto, Ohio...ton. 6.50 - —
Sherwood, Tenn...ton. 9.39 - —
Sherwood, Wis...ton. 8.50 - —
Springfield, Mo...ton. 8.00 - —
Woodville, Ohio...ton. 9.50 - —
York, Pa...ton. 9.00 - —
Hydrated, paper bgs., Adams, Mass. ton.11.50 - —
Annville, Pa...ton.11.50 - —
Bellefonte, Pa. ...ton.11.50 - —
Berkeley, W. Va...ton.10.00 - —
Buffalo, N. Y...ton.11.50 - —
Carey, Ohio...ton. 9.00 - —
Cedar Hollow, Pa...ton.11.50 - —
Crab Orchard, Tenn...ton.11.65 - —
Eagle Mountain, Va...ton.10.00 - —
Engle, W. Va...ton.11.50 - —
Farnams, Mass. ...ton.11.50 - —
Gibsonburg, Ohio...ton. 9.50 - —
Hannibal, Mo...ton. 9.50 - —
Keystone, Ala. ...ton.12.25 - —
Knoxville, Tenn. ...ton.11.50 - —
LeRoy, Minn...ton.10.50 - —
Limedale, Ark...ton.10.00 - —
Longview, Ala...ton.12.25 - —
Manistique, Mich...ton. 9.50 - —
Marblehead, Ohio...ton.10.50 - —
Mitchell, Ind...ton.10.00 - —
Newala, Ala. ...ton.12.25 - —
Petoskey, Mich. ...ton.10.00 - —
Port Island, Mich...ton.12.25 - —
Rapid City, S. Dak...ton.12.00 - —
Lime, hydrated, Ripplemead, Va...ton.10.00 - —
Rockland, Maine...ton. 9.00 - —
Scioto, Ohio...ton. 8.00 - —
Sherwood, Tenn...ton.12.14 - —
Sherwood, Wis...ton.10.00 - —
Springfield, Mo...ton. 9.00 - —
Woodville, Ohio...ton. 8.50 - —
York, Pa...ton.11.50 - —
Spray, paper bgs., Adams, Mass. ton.11.70 - —
Annville, Pa...ton.11.50 - —
Bellefonte, Pa...ton.11.50 - —
Carey, Ohio...ton.11.00 - —
Engle, W. Va...ton.11.50 - —
Farnams, Mass. ...ton. 9.50 - —
Gibsonburg, Ohio...ton.10.00 - —
Marblehead, Ohio...ton.10.00 - —
Rockland, Me...ton.10.00 - —
Scioto, Ohio...ton.10.00 - —
Woodville, Ohio...ton.10.00 - —
York, Pa...ton.11.50 - —
Lime salts (see Calcium).
Lime-ammonia-nitrogen, 20.5% N (see Ammonium nitrate-limestone).
Limestone, grd., bulk, works...ton. 1.40 - —
Linalool, ex bois de rose...lb. 4.50 - 6.85
ex lignaloe wood...lb. 6.50 - 7.00
Linalyl acetate, ex bois de rose, bots.lb. 4.35 - 7.20
ex lignaloe wood, bots...lb. 8.25 - 8.40
ex petitgrain, bots...lb. 5.10 - 6.35
Linden flowers with leaves, bls...lb. .34 - .35
without leaves, bls...lb. .31 - .33
Linseed meal, 34% bulk, Midwest mills. ton.65.00 -66.00
Litharge, com'l, powd., bbls., c.l. ship't point, frt. alld...lb. .19¼- —
l.c.l., same basis...lb. .20¼- —
Lithium bromide, bbl., works, frt. equald...lb. 1.90 - —
Carbonate, NF, bbls., kgs...lb. 1.15 - —
Chloride, jars...lb. 1.15 - 1.65
Citrate, bbls., dms., kgs...lb. 1.30 - 1.45
Fluoride, bbls...lb. 1.90 - —
Hydroxide, jars...lb. 1.15 - 1.25
Lithopone, ordinary, bgs., c.l., ship't point...lb. .06¾- —
l.c.l., same basis...lb. .06¾- .09¼
Titanated (high-strength), bgs., c.l. lb. .08½- —
smaller lots...lb. .08½- —
Lithopone Pac. Cst. prices ¼c. higher.
Liverwort leaves, bls...lb. .88 - .95
Lobelia herb, bls...lb. .75 - .80
Lobeline sulphate, bots., works...oz. 25.50 -38.00
Logwood extract, crystals, No. 1, bbls., l.c.l...lb. .38½- —
No. 2, bbls., l.c.l...lb. .36½- —
liquid, No. 1, bbls., l.c.l...lb. .18½- —
No. 2, bbls., l.c.l...lb. .17½- —
No. 3, bbls., l.c.l...lb. .17 - —
No. 4, bbls., l.c.l...lb. .16½- —
solid, No. 1, bxs., l.c.l...lb. .33 - —
No. 2, bxs., l.c.l...lb. .31 - —
No. 3, bxs., l.c.l...lb. .28½- —
No. 4, bxs., l.c.l...lb. .28 - —
No. 5, bxs., l.c.l...lb. .26½- —
No. 6, bxs., l.c.l...lb. .44½- .49¼
Lovage root, imp., bls...lb 1.20 - 1.25
Lupulin, NF VII, tins...lb. 7.00 - 8.00
Lycopodium, cs...lb. 2.35 - 2.50

M

Mace, No. 1, Siauw, cs...lb. 1.35 - 1.37
East Indian, bgs., futures...lb. 1.35 - 1.38
Papua, bgs., futures...lb. 1.15 - 1.20
West Indian, bgs...lb. 1.42 - 1.45
broken, futures...lb. 1.30 - 1.35
Madder, Dutch, bgs...lb. .29 - .32
Magnesia, calcined, tech., bbls., works...lb. .29 - —
USP, bbls...lb. .31 - .33
Magnesium arsenate, bgs., cans, works...lb. .20 - 30
Bromide, dms...lb. .90 - 1.00
Carbonate, tech., bgs., c.l., frt. equald...lb. .08 - —
l.c.l., frt., alld...lb. .09 - —
bbls., c.l., frt. equald...lb. .09¼- —
l.c.l., frt. alld...lb. .10¼- —
kgs., c.l., frt. equald...lb. .10½- —
l.c.l., frt. alld...lb. .11½- —
Carbonate, USP, bgs., c.l., frt. equald. lb. .09¾- —
l.c.l., frt. alld...lb. .10¾- —
bbls., c.l., frt. equald...lb. .10¼- —
l.c.l., frt. alld...lb. .11¼- —
kgs., c.l., frt. equald...lb. .11½- —
l.c.l., frt. alld...lb. .12½- —

Magnesium carbonate is quoted frt. alld. to N. J., except to Atlantic, Burlington, Cape May, Cumberland, Glostershire, Ocean, and Salem counties, and to Phila. county, Pa. Frt. equald. with N. Y. C. on all other destinations.

Chloride, anhyd., bbls., works...lb. .12¾- —
flake, bbls., c.l., works...ton.40.00 - —
l.c.l., works...ton.44.00 -46.00
Fluoride, bbls...lb. .20 - .25
Hydroxide, medicinal, bbls., dms., kgs...lb. .29 - .30
Hypophosphite, cns...lb. 1.45 - —
Laurate, bbls...lb. .46 - .47
Metal, 98.8%, ingots, cs., works...lb. .20½- — sticks, cs...o. .31 - .38
Oleate, precip., bbls...lb. .40½- —
Oxide (see Magnesia, calcined).
Peroxide, 15%, dms., works...lb. 1.00 - 1.05
Phosphate, tribasic, USP, bbls...lb. .62 - .67
Silicate (see Talc).
Silicofluoride, bbls., works...lb. .10 - —
Stearate, ctns., 2,000 lbs. to c.l...lb. .50 - —
smaller lots...lb. .49 - —
Sulphate (see Epsom salt).
Trisilicate, dms., 1,000-lb. lots...lb. .37 - —
smaller lots...lb. .42 - —
Magnesite, chem. grade, bgs., c.l., mines, Calif...ton.60.00 - —
dead-burnt, bulk, c.l., Chewalan, Wash...ton.27.00 - —
Maleic anhydride, dms., c.l...lb. .27½- —
l.c.l. ...lb. .28½- —
Malva flowers, black, bls...lb. No stocks
Blue, bls...lb. 1.35 - 1.40
Leaves, bls...lb. .40 - .42
Manaca root, bls...lb. .49 - .50
Mandrake root, bls...lb. .30 - .32
Manganese acetate, dms...lb. .25½- —
Arsenate, bgs...lb. .12 - .12½
Borate, tech., bbls...lb. .16 - .18
Carbonate, bbls...lb. .19 - —
Chloride, anhyd., dms., works...lb. .18 - .19
Dioxide, African, battery, 84%-87% bbls., 28-40 tons, works...ton.74.00 - —
smaller lots, works...ton.77.00 -82.00
burlap bgs., c.l., works...ton.71.75 - —
l.c.l., works...ton.74.75 -79.79
paper bgs., c.l., works...ton.70.00 - —
l.c.l., works...ton.73.00 - —
85-90%, bbls., c.l., works...ton.74.00 - —
smaller lots, works...ton.77.00 -82.00
Glycerophosphate, fib. dms...lb. 4.25 - —
Hydrate, bbls., dlvd...lb. .26 - —
Iodide jars...lb. 5.55 - —
Linoleate, liquid, 4.35% Mn, dms.lb. .39½- —
solid, precip., 8.2% Mn, bbls...lb. .41½- —
Metal, cs., dlvd. East...lb. .30 - .32
Naphthenate liquid, 6% Mn, dms...lb. .22½- —
Oleate, fused, bbls...lb. .44½- —
Resinate, fused, 3½% Mn, bbls...lb. .09 - .10½
precip., dms...lb. .16 - —
Sulphate, anhyd., dms., works...lb. No stocks
feed grade, 77-80%, bgs...lb. .04 - .06
fertilizer grade, 65%, bgs., c.l., dlvd. S. E...ton.60.00 - —
l.c.l., dlvd. E. of Balto. or Cincinnati...ton.67.00 - —
feed grade, 80%, bgs...lb. .05½- .07
75%, bgs., c.l., dlvd. S. E...ton.68.50 - —
l.c.l., same basis...ton.75.50 - —
Tallate, liquid, 4% Mn, dms...lb. No prices
solid, 8% Mn, dms...lb. No prices
Mangrove bark, E. Africa, 38% tannin, c.l., ex dock...ton.63.00 - —
Manna, flake, large, cs...lb. 1.75 - 2.00
small, cs...lb. .80 - .85
Mannitol, com'l, bbls., works...lb. .38 - .43
reagent, cs., works...lb. .85 - —
Marjoram, Argentine, bls...lb. .14 Nom.
Chilean, bls...lb. .20 - .20½
French, bls...lb. .35 - .35½
Matico leaves, bls...lb. .17 - .18
Menadione, USP, bots., works...gram. .10 - —
Menthol, natural, USP, Brazilian, cns...lb. 8.60 - 8.70
synthetic, tech., cns...lb. 6.00 - 6.40
USP, laevo, cns...lb. 8.80 - 9.35
Menthyl salicylate, tins...lb. 3.00 - 3.10
Mercury bichloride (see Corrosive sublimate).
Bisulphate, dms...lb. 2.13 - 2.15
Chloride (see Calomel).
Cyanide, cryst., powd...lb. 3.27 - 3.32
Iodide, red, NF dms...lb. 4.17 - —
Yellow, NF, fib. dms...lb. 4.27 - —
Metal (see Quiuksilver).
Oxide, red, NF (see Red precipitate).
yellow, tech. (see Yellow, mercury oxide).
USP, fib. dms...lb. 2.44 - 2.46

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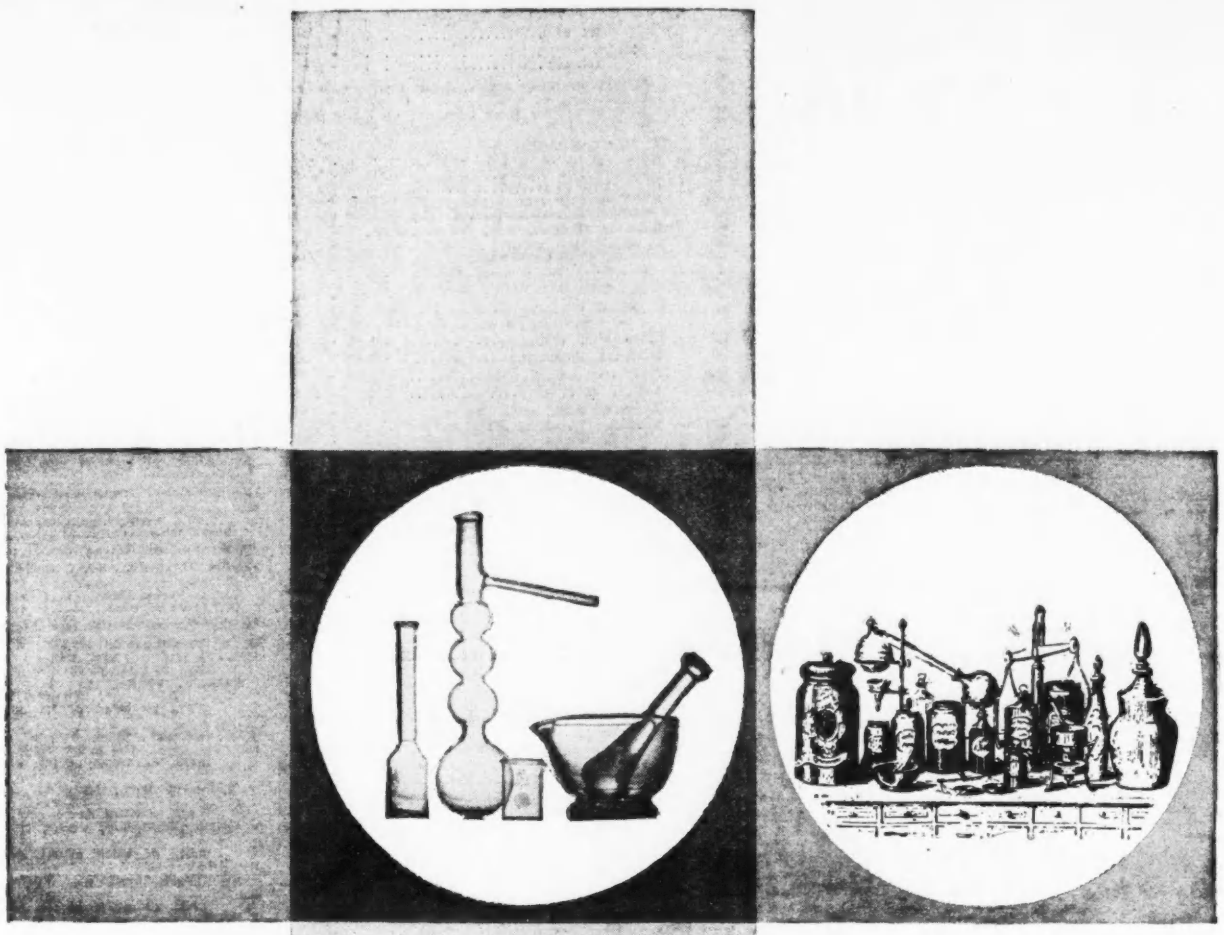

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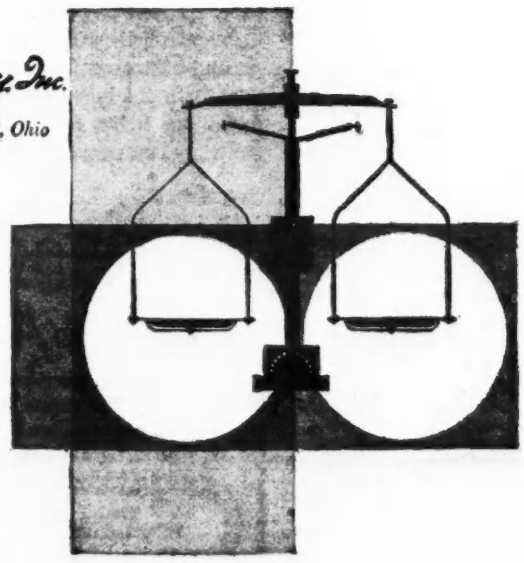


Mesityl Oxide—Naphthalene

Mesityl oxide, dms., c.l., dlvd.....lb. .13 - —
l.c.l., dlvd. .....lb. .13½- —
tanks, dlvd. .....lb. .11½- —
Metachloranilin, dms., works.....lb. .75 - —
Metacresol, 98%, dms., works.....lb. .65 - .80
Metanitroparatoluidin, bbls.....lb. 1.22 - 1.33
Metaphenylenediamine, kgs.....lb. .76 - —
Metatoluidine, bbls., works.....lb. .80 - —
Metatolylenediamine, kgs.....lb. .77 - —
Methanol, natural, dms., c.l., frt. alld. gal. .74 - 1.10
l.c.l., frt. alld.....gal. .77 - 1.12
tanks, frt. alld.....gal. .66 - 1.00

Prices on natural methanol W. of Miss. 3c. higher synthetic, eastern production, Zone 1.

dms., c.l., frt. alld..gal. .38½- —
l.c.l., frt. alld.....gal. .42 - —
tanks, frt. alld.....gal. .28 - —
zone 2, dms., l.c.l., frt. alld..gal. .45 - —
l.c.l., ex-whse.....gal. .47½- —
tanks, frt. alld.....gal. .33 - —

Synthetic methanol Zones are: Zone 1 is all continental U. S., E. of eastern boundaries of Ariz., Idaho, Mont., and Utah. Zone 2 is remainder of the U. S., west of above state boundaries, comprising Ariz., Calif., Idaho, Mont., Nev., Ore., Utah, and Wash.

Texas production, Midwest and Gulf states, dms., c.l., works, frt. alld..gal. .37½- —
tanks, frt. alld.....gal. .27 - —
West of Rockies, dms., c.l., frt. alld..gal. .45- —
tanks, frt. alld.....gal. .33 - —

Methyl abietate, non-ret. dms., c.l., dlvd. zone 1..lb. .15½- —
l.c.l., same basis.....lb. .15¾- —
hydrogenated, non-ret, dms., c.l., dlvd., zone 1..lb. .16¾- —
l.c.l., same basis.....lb. .17¼- —
Acetate, CP, 97-99%, dms., c.l., E. of Miss..lb. .10½- .12
W. of Miss. .....lb. .11½- .12
l.c.l., E. of Miss.....lb. .11 - .14
W. of Miss.....lb. .12 - .13½
tanks, E. of Miss.....lb. .09½- —
W. of Miss.....lb. .10½- —
tech., dms., c.l., E. of Miss.....lb. .07 - .09
W. of Miss.....lb. .08 - —
l.c.l., E. of Miss.....lb. .07½- .11
W. of Miss.....lb. .08½- .10½
tanks, E. of Miss.....lb. .06 - —
W. of Miss.....lb. .07 - —
Methyl acetoacetate, dms., c.l., frt. alld. E..lb. .42 - —
l.c.l., same basis.....lb. .42½- —

Methyl acetoacetate prices, frt. alld. W., ½c higher.

Acetone, natural, group A, dms., extra, c.l., E. of Miss., frt. alld.gal. .50 - —
l.c.l., same basis.....gal. .57 - —
Natural Methyl acetone group A prices W. of Miss. 3c. per gal higher.
group B, dms., incl., c.l., E. Miss., frt. alld..gal. .60 - .95
l.c.l., same basis.....gal. .71 - .95
tanks, same basis.....gal. .50 - .80
synthetic, dms., c.l., works, frt. alld. E..gal. .61½- —
frt. alld. W.....gal. .64¼- —

Methyl acetone, synthetic, l.c.l., works, frt. alld. E..gal. .65 - —
frt. alld. W.....gal. .67 - —
tanks, works, frt. alld. E....gal. .52 - —
frt. alld. W.....gal. .54¼- —

Methyl acetone, synth. East territory is all States East of and including Colo., Mont., N. Mex. and Wyo. West territory, all States West of those four.

Alcohol (see Methanol).
Anthranilate, 500 lbs. or more....lb. 2.10 - —
smaller lots .....lb. 2.20 - 3.00
Benzoate, cns. .....lb. .55 - 1.20
Bromide, cns.....lb. .63 - .65
cyls. .....lb. .55 - .70
Chloride, indust., cyl., works...lb. .16 - —
tanks, multi-unit, works.....lb. .14¾- —
single-unit, works.....lb. .14 - —
refrigeration, indust. consumers, refrigeration machinery mfrs., cyls., dlvd..lb. .33 - —
retail refrigeration consumers or service men, cyls., dlvd..lb. .41 - —
Cinnamate, cns.....lb. 1.65 - 3.50
Formate, dms.....lb. .89 - —
Heptin carbonate, bots.....lb. 36.00 -58.00
Iodide, bots., cbys.....lb. 4.33 - 4.52
Lactate, dms., l.c.l., works.....lb. .35 - —
Methacrylate, M-1, dms., works..lb. .45 - —
cns., works.....lb. .48 - .58
P-1, cns., works.....lb. .60 - —
Salicylate, dms., 500 lbs.....lb. .40 - —
25-50 lbs. .....lb. .45 - —
Methylal, crude, dms., c.l., works...lb. .04 - —
l.c.l., works .....lb. .05 - —
tanks, works .....lb. .02 - —
refined, 95%, dms., c.l.....lb. .07 - —
l.c.l., works .....lb. .08 - —
tanks, works .....lb. 04¼- —

Methylamyl ketone, cns., dms., works, lb. No stocks
Methylcellulose, special vis. (4,000 cps.), fib. ctns., c.l., frt. alld..lb. .68 - —
2,000 lbs. and more, same basis lb. .70 - —
smaller lots, frt. alld. on 100 lbs. lb. .75 - .80
standard vis. (15-1,500 cps.), fib. ctns., c.l., frt. alld..lb. .62 - —
2,000 lbs. and more, same basis lb. .63 - —
smaller lots, frt. alld. on 100 lbs..lb. .68 - .73
Methylene blue, USP, 100-lb. lots, kgs., frt. equald..lb. 2.42 - —
smaller lots, kgs., same basis....lb. 2.52 - 2.57
Methylene chloride, indust., dms., c.l., dlvd. E..lb. .12½- —
l.c.l., dlvd., E.....lb. .13½- —
tanks, dlvd., E.....lb. .11½- —
Methyleneanilin, dms., ton lots, frt. alld. lb. .36 - —
smaller lots, same basis.....lb. .37 - —
Methylethyl ketone, dms., dlvd.....lb. .11½- —
l.c.l., dlvd. .....lb. .12 - —
tanks, dlvd. .....lb. .10 - —
Methylhexyl ketone, tech., dms., works, lb. .60 - —
Methylionone, A, cns.....lb. 6.55 - 8.80
D, cns.....lb. 7.50 - 9.35
prime, cns.....lb. 4.55 - 6.40
Methylisobutyl carbinol (see Carbinol, methylisobutyl).
Methylisobutyl ketone, dms., c.l., dlvd. lb. .14 - —
l.c.l., dlvd.....lb. .14½- —
tanks, dlvd.....lb. .12½- —
Methylnaphthyl ketone, cns.....lb. 3.00 - 3.75
Methylpentanediol, dms., works, dlvd. lb. .21½- —
l.c.l., works, dlvd.....lb. .22½- —
tanks, works, dlvd.....lb. .20 - —
Methylthionine chloride (see Methylene blue).
Mica, dry-grd., paint, plastic, 100 mesh, bgs., c.l., works..lb. .03½- —
roofing, 20 to 80 mesh, works....lb. .03½- —
wet-grd., biotite, bgs., c.l., works, frt. alld. E..lb. .05½- —
l.c.l., ex whse. or frt. alld. E. lb. .06¼- —
Mica, wet-grd., extra fine, bgs., c.l., works, frt. alld. E..lb. .05½- —
l.c.l., ex whse. or frt. alld. E. lb .06¼- —
paint or lacq., bgs., c.l., works, frt. alld. E. lb .07 - —
l.c.l., ex whse. or frt. alld. E lb .07½- .07¾
rubber, bgs., c.l., works, frt. alld. E..lb. .06¾- —
l.c.l., ex whse. or frt. alld. E. lb. .07¼- .07¼
wallpaper, bgs., c.l., works, frt. alld. E. lb. .07 - —
l.c.l., ex whse. or frt. alld. E. lb. .07½- .07¾
white, extra fine, bgs., c.l., works, frt. alld. E..lb. .07 - —
l.c.l., ex whse. or frt. alld. E. lb. .07¾- —

Mica, wet-grd. W. of Miss R., ½c higher. W. of Rockies, 1c. higher.

Milk powder, skimmed, roller, bbls., c.l..lb. .14½- .16¾
spray, bbls., c.l.....lb. .16 - .17¼
Whole, roller, bbls., c.l.....lb. .41½- .45¾
spray, bbls., c.l.....lb. .45 - .46
Sugar, edible, bbls., works, 30,000-lb. lots..lb. .21 - —
2,000-lb. lots .....lb. .21¾- —
200-1,800-lb. lots .....lb. .23¾- —
USP, bbls., works, 3,000-lb. lots..lb. .26 - —
2,000-lb. lots .....lb. .26¾- —
200-1,800-lb. lots .....lb. .27¾- —
Mineral spirits (see Petroleum, mineral spirits).
Molasses, blackstrap, tank, U. S. port..gal. .37 - —
Molybdate orange (see Orange, molybdate)
Molybdenum metal, 90% Mo. powd., kgs..lb. 2.60 - 3.00
Trioxide, pure, kgs., works, basis Mo. content..lb. .95 - —
technical, kgs., works, basis Mo. content..lb. .80 - —
Monochlorobenzene, dms., c.l., works, frt. equald..lb. .06½- .07¼
l.c.l., works.....lb. .07 - .08¼
smaller containers, works.....lb. .09 - .10
tanks, works, frt. equald.....lb. .06 - .06¾
Monoethanolamine, dms., c.l., frt. alld. E..lb. .26½- —
l.c.l., same basis.....lb. .27½- —
smaller containers, same basis ...lb. .30½- —
tanks, same basis.....lb. .25 - —
Monoethylamine, dms., c.l., wks. basis 100%..lb. .22 - —
l.c.l., same basis.....lb. .23 - —
tanks, same basis.....lb. .20 - —
Monomethylamine, anhydrous, cyl., works, basis 100%..lb. .31½- .44¼
25%-40%, dms., c.l., same basis..lb. .34 - —
tanks, same basis.....lb. .30 - —
Monononylnaphthalene, tanks, wks.lb. .16 - —
Monosodium glutamate (see Sodium glutamate, monobasic).
Phosphate (see Sodium phosphate, monobasic).
Monotertiarybutylmetacresol, dms., l.c.l., works..lb. .81 - —
Monotertiarybutylmetacresol, dms., l.c.l., works..lb. .81 - —
Morphine, cns., 25 ozs.....oz. 12.40 - —
Acetate, cns., 25 ozs.....oz. 9.90 - —
Hydrobromide, cns., 25 ozs.....oz. 9.80 - —
Hydrochloride, cns., 25 ozs.....oz. 9.90 - —
Sulphate, cns., 25 ozs.....oz. 9.90 - —
Morpholine, dms., l.c.l., works.....lb. .67 - —
smaller containers, works.....lb. .75 - —
Mountain ash berries, bgs.....lb. .75 - .76
Mullein leaves, bls.....lb. .12 - .13
Musk, nat., Tonquin, grains, bots..oz. 38.00 -55.00
synthetic, ambrette, cns., 5-lb..... 5.65 - —
Ketone, cns., 100 lbs. or more..lb. 4.60 - 4.95
25 lbs. .....lb. 4.70 - 5.05
5 lbs. .....lb. 4.60 - 5.15
Xylol, cns. .....lb. 1.60 - 1.80
25 lbs. .....lb. 1.70 - 1.80
5 lbs. .....lb. 1.80 - 2.00
Musk root, bls.....lb. No prices
Mustard seed, Calif., brown.....lb. .21 - .21½
Danish, yellow, bgs.....lb. .13 - .13½
Dutch, yellow, bgs.....lb. .15 - .15½
Montana, brown, bgs., source....lb. .11 - .11½
Oriental, bgs. .....lb. .07 - .07½
yellow, bgs., source.....lb. .13 - .13½
Washington, yellow, bgs.....lb. .16 Nom.
Myrobalans, J1, good quality, ex dock, ton. 51.00 -55.00
J2, ex dock.....ton. 47.00 -48.00

N

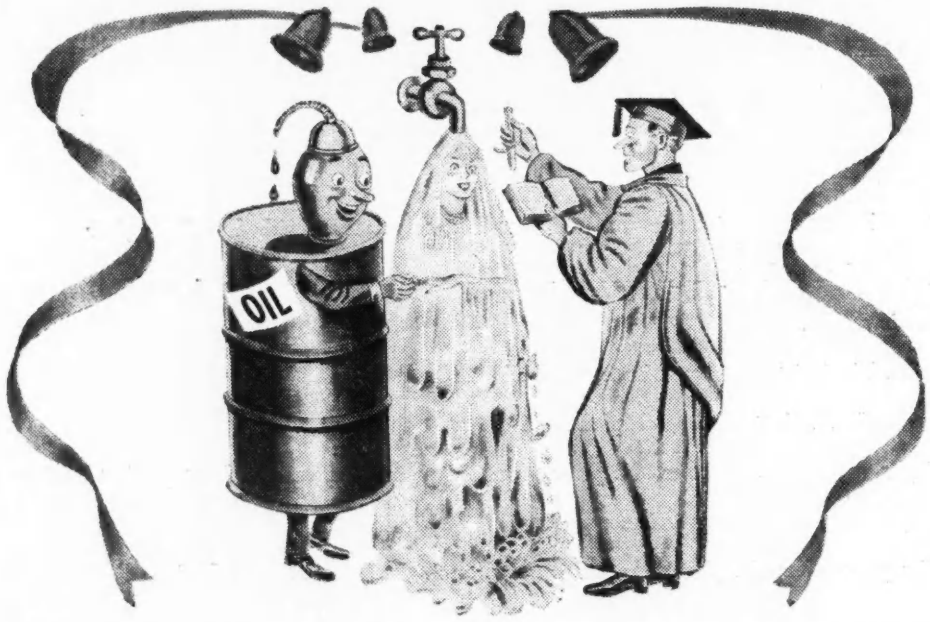
Naphtha, painters (see Petroleum naphtha, V. M. & P.).
Solvent (see S).
Naphthalene, dom., crude, 74°, bgs., tanks, same basis..lb. .05½- .07¼
78°, bbls., c.l., same basis.....lb. .06½- .08
l.c.l., same basis.....lb. .07 - .08½
tanks, same basis.....lb. .05½- .07½

HIGHLIGHTS of PAINT PROGRESS

No. 16 of a Series

1941

Science Weds Water to Oil ...Creates Emulsion Paints



"YOU can't mix oil and water," said the ancients who professed to know the will of Neptune, ruler of waters. For many years the paint industry tried without success to use water as the sole thinner for its oil base paints. Water, because of its availability, economy and lack of odor, suggested new types of paints with many desirable properties.

Only recently have scientists succeeded in producing commercial resin-oil emulsion paints with water as the sole thinner. Now available as flat finishes for interior walls, these water-mixed coatings possess many novel properties. Non-penetrating, they cover a variety of surfaces—paint, plaster, wallboard and wallpaper. Easy to spread, they sparked the development of a quicker type of applicator—the roller. Convenient, they dry quickly to form a background of beauty for home interiors.

Still in its infancy, this scientific emulsion technique holds a bright promise of future contributions to more gracious living.

1848-1948

Partners in Paint Progress

The New Jersey Zinc Company aided the success of water-mixed paints by introducing special lithopones and higher hiding zinc sulfide pigments with superior water dispersion properties.

The Paint Industry — New Jersey Zinc

THE NEW JERSEY ZINC COMPANY
Established 1848
160 Front Street, New York 7, N. Y.

1943 1941 1938 1936 1934 1929 1927 1925 1827 1860 1880 1900 1905 1910 1915 1920 1923

Naphthalene, refined, industrial, bbls. lb. .10½- .11
bgs., c.l., same basis.....lb. .09½- .10½
tanks, same basis.....lb. 09½- .10
balls, flakes, wholesalers, jobbers, 50-lb. cs., c.l., same basis..lb. .12 - .12½
1-lb. pkgs., c.l., same basis.lb. .13 - .13½
Neocinchopen, USP, dms., works..lb. 7.00 - 7.10
Nepheline syenite, glass, 24 mesh, bulk, Rochester, N. Y.....ton.14.25 - —
pottery, 200 mesh, bulk, Rochester, N. Y..ton.18.25 - —
Nepheline syenite in bgs., $3 per ton higher than bulk.
Neralin, crys., cns.....lb. 1.70 - 2.25
Niacin (see Acid, nicotinic).
Nacinamide (see Nicotinamide)
Nickel, carbonate, bbls.....lb. .41 - —
Chloride, bbls.....lb. .21½- —
Cyanide, bots., dms.....lb. 1.75 - 2.00
Metal, electro cathodes, cs.....lb. .35½- —
Oxide, black, bbls.....lb. .38 - —
Sulphate, bbls., dlvd.....lb. .15 - .15½
Nicotinamide, USP, dms., works..kilo. 9.50 - 9.80
Hydrochloride, dms., works.....kilo. 9.00 - 9.10
Nicotine sulphate, 40%, dms., dealers, frt. alld. over 50 lbs..lb. .985 - —
tins, dealers.....lb. 1.105 - —
Nikethamide, bots, cbys.....lb. 5.50 - 6.60
Nitercake, bulk, works.....ton. No stocks
Nitrobenzene, dbl. dist., dms., c.l..lb. .09 - .09½
l.c.l.....lb. .10 - .11
tanks.....lb. .08 - .08½
Nitrocellulose, ester soluble, 30-35 cps., ¼, ½, 5-6, 15-20, 30-40, 60-80 and 125-175 secs., bbls., c.l., works, dry weight..lb. .28 - —
l.c.l., same basis.....lb. .29 - .31
8-25 cps., bbls., c.l., same basis.lb. .30 - —
l.c.l., same basis.....lb. .31 - .33
250-400 secs. and 600-1,000 secs., bbls., c.l., same basis..lb. .32 - —
l.c.l., same basis.....lb. .33 - .35
spirit-soluble, 30-35 cps., ¼, ½, 5-6 and 40-60 secs., bbls., c.l., same basis..lb. .34 - —
l.c.l., same basis.....lb. .35 - .37
Denatured alcohol used in the manufacture of nitrocellulose is charged extra. Barrels extra, but returnable.
Nitrogen solution, tanks, works, N.ton.107.00 - —
Nitrogenous process tankage, bulk, works, ammo. unit-ton. 3.25 - 3.70
Sewage sludge, bulk, works, unit ton.4.15 + 40-
Nitromethane, dms., c.l., works....lb. .25 - —
Nitropropane, 1, dms., works.....lb. .25 - —
2 dms., works.....lb. .25 - —
Nonylnaphthalene blend (mono and di), tanks, works..lb. .14 - —
Nutgalls, Aleppo, bgs.....lb. .50 - —
Chinese, bgs.....lb. .44 - —
Istrian, bgs.....lb. .50 - —
Nutmegs, East Indian, bgs., futures, afloat..lb. .59 - .60
West Indian, bgs.....lb. .61 - .62
futures.....lb. .60 - .61
Nux vomica, bls.....lb. .09 - .10
powdered, bbls., bxs.....lb. .12 - .13

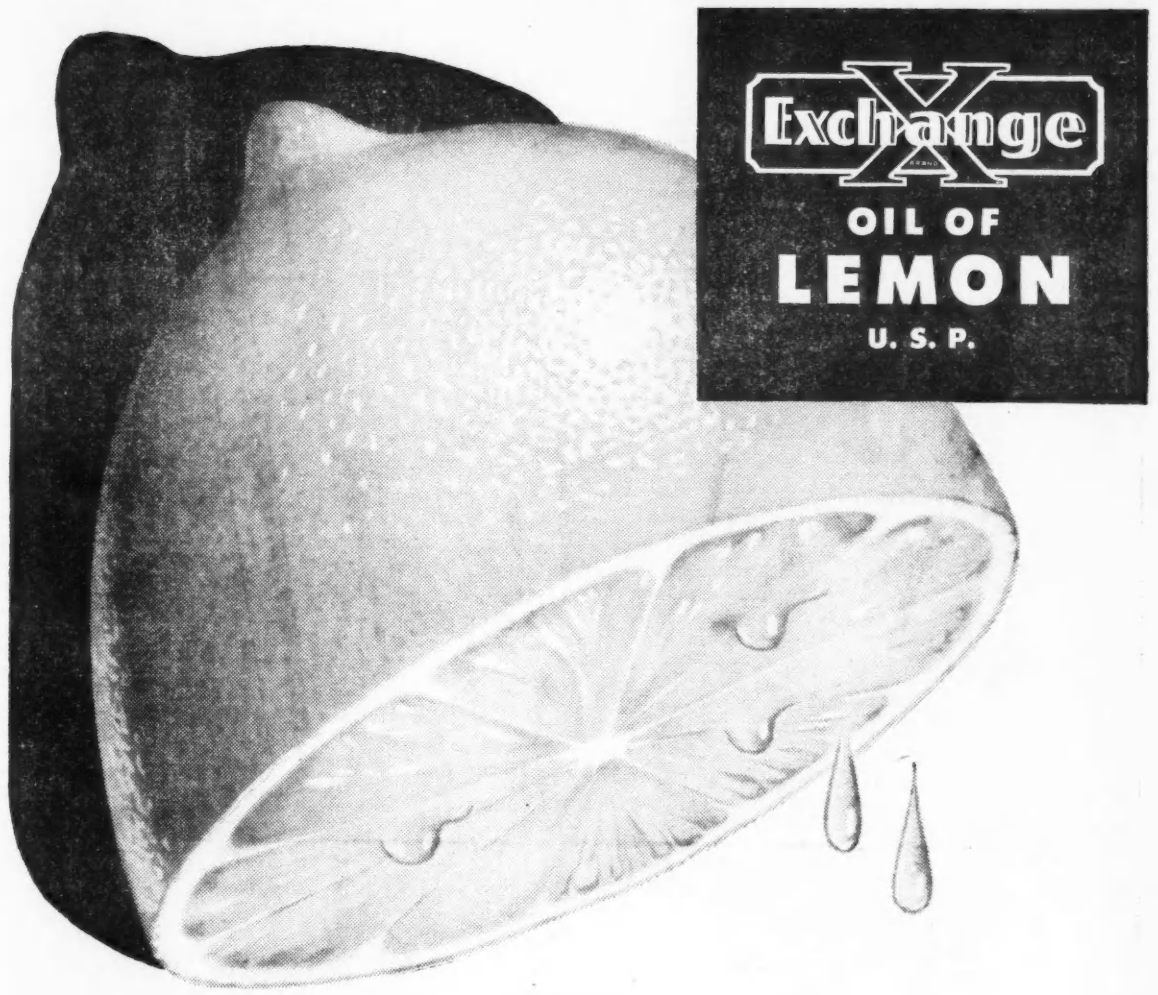
O

Oakbark extract, 25% tannin, bbls., c.l., works..lb. No stocks
Octane, 100°-140° C, industrial grade, dms., c.l., group 3..gal. .19 - —
l.c.l.....gal. .21 - .60
tanks, group 3.....gal. .15½- —
Octanol (see Alcohol, ethylhexyl).
Oil, almond, bitter, artificial (see Benzaldehyde).
Bitter, F.P.A., bots.....lb. 4.45 - 5.00
NF, bots.....lb. 4.90 - —
Sweet, dms., cns.....lb. .80 - 1.30
Angelica root, bots.....lb.120.00 -250.00
Seed, bots.....lb.110.00 -250.00
Anilin (see A).
Anise, USP, Chinese, dms.....lb. .77 - 1.25
Russian, cns.....lb. 3.25 - 3.75
Apricot kernel, cns.....lb. .75 - .85
Avocado, cns., dms.....lb. 1.00 - 1.10
Balsam, tanks.....lb. .29 - —
Bay, NF, Puerto Rican, 50-55%, cns. lb. 1.20 - 2.25
55-60%, cns.....lb. 1.50 - 2.35
60-65%, cns.....lb. 2.50 - —
West Indian, 50-55%, cns.....lb. 1.50 - 1.65
Bergamot, artif., cns.....lb. 2.50 - 4.25
natural, Italian, cns.....lb. 4.00 - 6.00
Birch (see Oil, sweet birch).
Birchtar, crude, cns.....lb. .95 - 1.75
rectified, cns.....lb. 4.25 - —
Bois de rose, Brazil, cns.....lb. 2.00 - 4.75
Mexican (see Oil, lignaloe wood).
Bone, dms., works.....gal. .65 - .70
Cajeput, tech., dms.....lb. 2.15 - 2.45
redistilled, USP 1X, cns.....lb. 2.75 - 4.50
Calamus, cns.....lb.20.00 -28.00
Camphor, natural, white, cns.....lb. .55 - .75
synthetic, dms.....lb. .15 - .40
Canauga, native, cns.....lb. 4.75 - 9.10
rectified, cns.....lb. 6.00 -12.00
Capsicum (see Capsicum oleoresin).
Caraway, NF, cns.....lb. 4.75 - 6.50
Cardamom, bots.....lb.25.00 -31.50
Cassia, USP, cns.....lb. 2.10 - 3.75
Castor, blown, ret. dms., c.l.....lb. .26 - —
l.c.l.....lb. .27 - .27½
cold-pressed, USP, ret. dms., c.l.lb. .24 - —
lb. .24 - —
l.c.l.....lb. .25 - —
tanks.....lb. .23 - —
dehydrated, bodied, dms., c.l.....lb. .26½- —
l.c.l.....lb. .27½- —
tanks.....lb. .25 - —
unbodied, dms., c.l.....lb. .25½- —
tanks.....lb. .23 - —
hydrog., bgs., c.l., works.....lb. .37 - —
l.c.l., same basis.....lb. .38 - —
No. 3, tech., ret. dms., c.l.....lb. .23½- —
l.c.l.....lb. .24½- —
tanks.....lb. .22½- —
sulphonated, 50% (48% fat), dms. lb. .12 - .12½
75% (60-62% fat), dms.....lb. .20 - .20½
Cedarleaf, USP, cns., dms.....lb. 2.15 - 2.85
Cedarwood, cns.....lb. .65 - .95
dms.....lb. .58 - .85
Celeryseed, bots.....lb.15.00 -20.00
Chaulmoogra, NF, cns., dms.....lb. .86 - —
Chinawood (see Oil, tung).
Cinnamon bark, bots.....lb.40.00 -62.00
Leaf, Ceylon.....lb. 1.50 - —
Seychelle.....lb. 1.20 - —
Citronella, Ceylon, cns.....lb. .80 - 1.05
Java, cns.....lb. 1.35 - 1.75
Clove, USP, cns.....lb. 1.20 - 1.70
Coconut, crude, tanks, Atlantic ports. lb. .27 - .27½
Pac. coast.....lb. .26 - .26½
refined, Cocoin type, tax incl., dms., l.c.l..lb. 34½ Nom.
deodorized, tax incl., dms., l.c.l. lb. 33 Nom.
Cod, Newfoundland, dms.....lb. .24 - .25
Codliver, USP, dms.....gal. 2.60 - 2.70
Coriander, bots.....lb.34.00 -38.50
Corn, crude, tanks, works.....lb. .36 Nom.
foots, acid, 95%, tanks, dlvd. E. lb. 13 Nom.
raw, 50%, tanks, dlvd. E....lb. 06½ Nom.
refined, tanks, works.....lb. .41 Nom.
Costus, bots.....oz.42.00 - —

Oil, cottonseed, crude, tanks, works. lb. .40 - —
foots, acid 95%, tanks, dlvd. E. lb. .13 Nom.
raw, 50%, tanks, dlvd. E....lb. .06½ Nom.
refined, dms., c.l.....lb. .44½ Nom.
l.c.l.....lb. .47½ Nom.
tankcars.....lb. .43½ Nom.
Creosote (see Creosote, coaltar).
Croton, NF, cns.....lb. 4.75 - 5.50
Cubeb, cns.....lb. 6.75 -10.00
Crude (see Petroleum, crude).
Cumin, bots.....lb. 6.25 -11.50
Cypress, bots.....lb.11.00 -15.00
Degras (see D).
Dillseed, bots.....lb. 8.00 - 8.50
Dillweed, bots.....lb. 8.00 - 9.00
Dip (see D).
Erigeron, USP, cns.....lb. 2.30 Nom.
Eucalyptus, rect., USP, 80-90%, cns. lb. 1.05 - 1.4
70-80%, cns.....lb. .80 - 1.30
Fennel, sweet, cns.....lb. 3.05 - 4.50
Fir, Canada, cns.....lb. 2.35 - —
Fishliver, concentrating or feed, 6,000 to 12,000 A units, dms.... 1,000,000 units. .22½- —
20,000 to 80,000 A units, dms. 1,000,000 units. .20 - .32
pharmaceutical, 50,000 to 125,000 A units, dms..1,000,000 units. .36 - .37½
pharmaceutical or food, 200,000 A units, dms..1,000,000 units. .41½- .42
concentrate, 100,000 A units, dms., 1,000,000 units. .37 - —
200,000 A units, dms. 1,000,000 units. .42 - —
500,000 A units, dms. 1,000,000 units. .43 - .44
1,000,000 A units, dms. 1,000,000 units. .45 - —

Oil, fuel (see Petroleum fuel oil).
Fusel (see F)
Garlic, pure, bots.....oz.15.00 - —
Gaultheria (see Oil, wintergreen).
Geranium, Algerian, cns.....lb.14.00 -21.00
Bourbon, cns.....lb. 9.50 -15.00
Russian, cns.....lb. No stocks
Turkish (see Oil, palmarosa).
Ginger, dist., bots.....lb. 7.75 -13.00
Grapefruit, Calif., cns.....lb. 1.25 - 2.60
Florida, cns.....lb. 1.35 - 2.50
Grease, No. 1, dms.....lb. .24 - .24½
extra, winter, strained, dms....lb. .25 - .25½
prime, burning, dms.....lb. .27 - .27½
Guaiacwood, cns.....lb. 2.05 - 4.15
Hemlock, cns.....lb. 2.25 - 2.75
Herring, crude, tanks, Pac. coast..lb. No prices
Juniper berry, dom., bots.....lb. 6.00 -12.25
imported, USP.....lb. 7.50 -12.00
Tar, USP (see Juniper tar).
Wood, tech., cns.....lb. .65 - 1.00
Lard (see Oil, grease).
Laurel, bots.....lb.20.00 Nom.
Lavandin, cns.....lb. 1.50 - 3.75
Lavender flower, French, 38-42% ester..lb. 4.25 -10.15
20-32% ester.....lb. 2.85 - 3.10
Russian, 25-lb.....lb.11.75 - —
Spike, Spanish, pure, cns.....lb. 1.40 - 2.25
tech., cns.....lb. 1.40 - 2.78
Lemon, natural, USP, Calif., cns..lb. 3.10 - 3.60
Messina.....lb. 3.10 - 4.35
terpeneless, bots.....lb.32.00 -50.00
Lemongrass, cns., dms.....lb. 1.35 - 2.30
Lignaloe seed, Mexican, cns.....lb. 4.50 - 4.80
Wood, Brazilian (see Oil, bois de rose)
Mexican, cns.....lb. 3.00 - 5.20

Oil, lime, distilled, Mexican, cns..lb. 3.75 - 5.00
West Indian, cns.....lb. 4.50 - 6.00
expressed, West Indian, cns....lb. 7.50 -11.25
terpeneless, bot.....lb.35.00 -53.00
Linseed, raw, dms., c.l.....lb. .2900- —
l.c.l.....lb. .2890- .3040
tankcars.....lb. .2780- —
tankwagon.....lb. .2810- —
Boiled linseed oil .007 higher than raw
Linseed, replacement, dms.....lb. .24 - .25
Lubricating, at refinery, ex tax,
Group 3, bright stock, 150-160 vis., 10-25 p.p. tanks..gal. .255 - —
neutral, 300 vis., No 3, col., 0.10 pour, tanks..gal. .21 - .22
200 vis., No. 3, col., 15-25 pour, tanks..gal. .18 - .19
145-156 vis., No. 3, color, 10-25 pour, tanks..gal. .285 - —
Penna., W., cylinder, 600-650 flash, tanks..gal. .33 - .38
cylinder, 600-650 steam refd., tanks..gal. .37 - —
neutral, 70° F. No. 3 color, 150 vis., 25 pour, tanks..gal. .37 - .39
200 vis., 25 pour, tanks..gal. .39 - .41
South Texas, neutral, pale 200 vis., 25-4 pour, tanks..gal. .11 - .12
red, 200 vis., 4-6½ pour, tanks..gal. .11- .12½
Mace, dist., cns., dms.....lb. 5.10 - 8.75
Mandarin, Brazilian, cns.....lb. 4.75 - 8.40
Italian, cns.....lb. 8.50 -10.00
Menhaden, crude, tanks, Balto....lb. No prices
refined, alkali, dms., l.c.l.....lb. .2300- —
kettle-bodied, dms., l.c.l.....lb. .2540- —
light-pressed, dms., l.c.l.....lb. .2240- —
tanks.....lb. .21 - —



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More than 80% of all the lemon oil used in the United States is Exchange Lemon Oil. This overwhelming endorsement by the trade is your assurance that Exchange Lemon Oil delivers *flavor . . . clarity* and *uniformity* not found in any other Lemon Oil.

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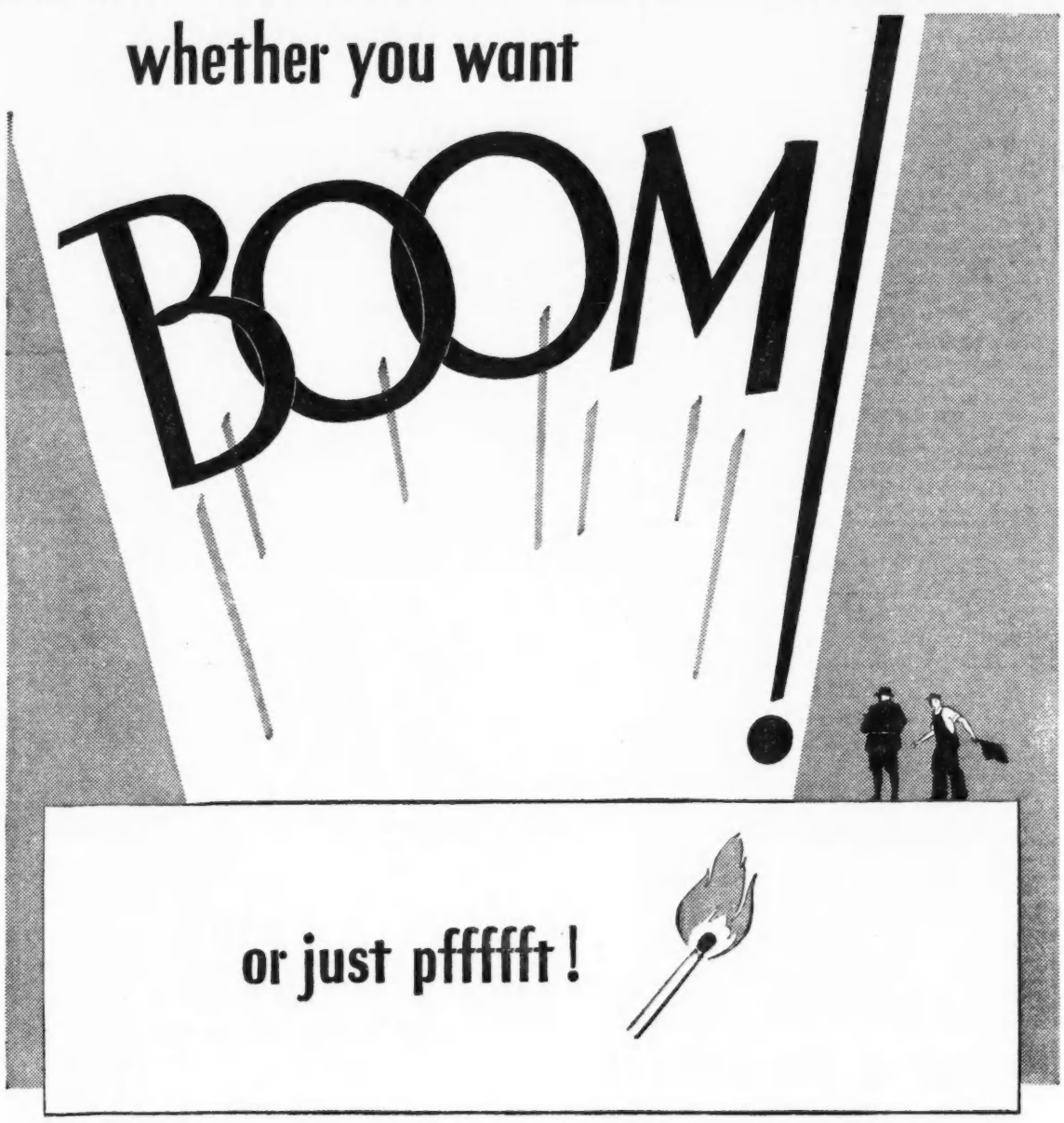
EXCHANGE LEMON PRODUCTS CO., CORONA, CALIFORNIA

Oil, Mineral—Orthoisopropyl N-Phenylcarbamate

Oil, mineral, white (see Oil, white mineral).
Nirbane (see Nitrobenzene)
Mustard, synthetic, USP, cns.....lb. 1.35 - 1.70
Seed, exp., dms.....lb. .28 - .29
Neatsfoot, 15°, dms.....lb. .43 - .43½
20°, dms.....lb. .41 - .41½
30°, dms.....lb. .37 - .37½
Neroli, French, bots.....lb.75.00 -390.00
Haitian, bots.....lb.175.00 -200.00
Nutmeg, dist., cns.....lb 4.75 - 8.75
Ocotea cymbarum, dms.....lb. .52 - 1.15
Oiticica, liquid, dms., c.l.....lb. .24 - —
l.c.l.....lb. .24½- —
tanks.....lb. .23 - —
Oleo, extra, tes., Chicago.....lb. .28 - —
Olibanum, bots.....lb 4.50 - 6.25
extra fine.....lb. 6.25 -10.50
Olive, denat., dms.....gal. No stocks
edible, denat., dms.....gal 4.25 Nom.
Spanish, dms., duty paid.....gal. 4.50 - —
Moroccan, dms., same basis...gal. 3.90 - 4.00
foots, dms.....lb. .25 - .25½
tankcars.....lb. .23 - —
sulphonated, 50% (40% fat), dms., c.l.....lb. No stocks
l.c.l.....lb. No stocks
75% (62% fat), dms., c.l.....lb. No stocks
l.c.l.....lb. No stocks
Orange, sweet, natural, dist., cns.....lb. .75 - 1.25
expressed, USP, Brazilian, cns.....lb. 1.40 - 1.95
Calif., cns.....lb. 1.55 - 2.10
Florida, cns., dms.....lb. 1.10 - 1.85
Messina, coppers.....lb. 3.75 - 5.50
West Indian, cns.....lb. 2.25 - 3.75
sesquiterpeneless, bots.....lb.55.00 -155.00
Oregano, dist., cns.....lb. 2.50 - 3.50
Palm, Niger, dms.....lb. No prices
Palmarosa, cns.....lb. 6.50 - 9.00
Palmkernel, crude, bulk, c.l.f., N. Y.....lb. No prices
Paraffin, pale, 100-110 vis. at 100° F. tanks, works..gal. .10 - —
Patchouli, cns.....lb. 9.00 -45.00
Peanut, crude, tanks, works.....lb. .36 - —
foots, acid, 95%, tanks, dlvd. E...lb. .13 Nom.
raw, 50%, tanks, dlvd. E...lb. .06¾ Nom.
refined, tanks, dlvd. East.....lb. .41¾- .42
Pennyroyal, USP, dom., dms., cns.....lb. No stocks.
Imported, cns.....lb. 2.50 - 5.00
Peppermint, natural, dms.....lb 7.50 - 8.75
redist., USP, dms.....lb 8.10 - 9.25
Perilla, crude, dms.....lb. No stocks
Petitgrain, Paraguay, cns.....lb. 3.10 - 4.30
Pimento berry, dms.....lb. 4.25 - 6.50
leaf, cns.....lb 1.65 - 3.25
Pine, dest. dist., dms., incl., c.l., works, South..gal. .69 - .69
l.c.l., works, South.....gal. .61 - .70
ex whse, N.Y.C.....gal. .70 - —
tanks, works, South....gal. .60 - —
steam-dist., dms., ex whse., East.lb. .11 - —
non-ret. dms., incl., l.c.l., ex whse, N.Y.C..gal. .86 - —
Pineneedle, Siberian, cns.....lb. 3.05 - 3.75
Swiss, 25-lb. cans.....lb. 4.00 -14.50
Putty, petroleum, heavy, dms...gal. .18 - —
tankwagon.....gal. .13½- —
light, dms.....gal. .16½- —
tankwagon.....gal. .12½- —
Oil, rapeseed, tankcars.....lb. .30 - .30½
Red, single dist. and saponified, dms..lb. .20¾- .21¾
tanks.....lb. .19½- —
double dist., dms.....lb. .23¾- .24¾
tanks.....lb. .22 - —
Rose, natural, coppers.....oz.16.00 -40.50
Rosemary, Spanish, tech., cns., dms.....lb. .90 - 1.50
USP, cns., dms.....lb. 1.15 - 1.60
Rosin, 1st rectified, dms.....gal. .66 - —
2d rectified, dms.....gal. .68 - —
3d rectified, dms.....gal. .78 - —
Rue, bots.....lb. 3.25 - 5.00
Sage, Dalmatian, cns.....lb. 3.25 - 5.55
Spanish, cns.....lb. 1.90 - 3.50
Sandalwood, NF, Mysore, cns....lb.13.75 -22.50
Sardine, crude, tanks, Pac. coast..lb. .19 Nom.
refined, alkali, dms., l.c.l.....lb. .2390- —
kettle-bodied, dms., l.c.l.....lb. .2540- —
light-pressed, dms., l.c.l.....lb. .2240- —
tanks.....lb. .21 - —
Sassafras, artificial.....lb. .58 - 1.25
natural, Brazilian (see Oil, ocotea cymbarum).
domestic, USP XII, cns., dms lb. 1.90 - 2.30
Savin, cns.....lb. 5.00 -13.50
Savory, cns.....lb. 8.00 - —
Seal, No. 1, tanks, U. S. ports...lb. No prices
Sesame, tanks.....lb. No prices
Shingle stain, bbls., c.l., works.gal. .2183- —
l.c.l., works.....gal. .23 - .29
tanks, works.....gal. .15 - .16
Soybean, crude, tanks, mills.....lb. .28 - .28½
foots, acid, 95%, tanks, dlvd. E...lb. .13 Nom.
raw, 50%, tanks, dlvd. E...lb. .06¾ Nom.
refined, alkali, dms., c.l.....lb. .3202- —
l.c.l.....lb. .3387- .3447
tanks.....lb. .3182- —
Oil, soybean, clarified, dms., c.l...lb. .3152- —
l.c.l.....lb. .3237- .3297
tanks.....lb. .3032- —
winterized, ref., tankcars, dlvd. East...lb. .33 - .33½
Spearmint, dms.....lb. 7.15 -10.00
Sperm, bleached, 38°, dms.....lb. 2670- —
natural, 45°, dms.....lb. .25½- —
Spruce, cns., dms.....lb 2.25 - 2.75
Sunflower-seed, imp., refined, tanks, lb. No prices
semi-refined, tanks.....lb. No prices
Sweet birch, Northern, cns.....lb. 4.50 - 8.00
Southern, cns.....lb. 2.50 - 3.25
Tall, crude, tanks, works.....ton.40.00 - —
refined, dms., c.l., works.....lb. 06¾- —
l.c.l., works.....lb. 07¼- —
tanks, works.....lb. .05¾- —
Tallow, acidless, dms.....lb. .21 - .21½
Tansy, cns.....lb. 9.75 -14.00
Tar pine, Comm., dms., incl., c.l., works South..gal. .41 - 43½
l.c.l., works, South.....gal. .43 - 45½
whse., N.Y.C.....gal. 52½- 54½
tanks, works, South.....gal. .32 - 34½
rectified, USP, l.c.l., dms., incl., works, South gal 60 - —
Tar acid (see T).
Thyme, NF, red, cns.....lb. 2.60 - 3.35
white cns.....lb 2.85 - 3.80
technical, white cns.....lb .35 - 1.00
Tung, dms., c.l.....lb. .26 - —
l.c.l.....lb. .26½- —
tanks.....lb. .24¾- —
Turkey red (see Oil, castor, sulphonated).
Turpentine, rectified, NF, cns., dms lb. .35 - .50
Vetiver, Bourbon, cns.....lb.17.50 -38.00
Haitian.....lb.17.50 -20.00
Whale, ref., natural, dms.....lb. No stocks
Winter-bleached, dms.....lb. No stocks
Wheat germ, dms.....gal.10.00 -13.50
White mineral, tech., 50 vis., non-ret. dms., c.l., San Francisco. gal. .51½- —
l.c.l., S.F.....gal. .53½- .56¼
50-65 vis., dms., c.l., N. Y....gal. .48 - —
l.c.l., N.Y.....gal. .51 - .55
65-75 vis., dms., c.l., N. Y....gal. .51 - —
l.c.l., N.Y.....gal. .54 - .58
70 vis., non-ret. dms., c.l., S.F. gal. .51½- —
l.c.l., S.F.....gal. .53½- .56¼
USP, 80-90 vis., dms., c.l., N.Y. gal. .55 - —
l.c.l., N.Y.....gal. .58 - .62
85 vis., non-ret. dms., c.l., S.F. gal. .51½- —
l.c.l., S.F.....gal. .53½- .56¼
100 vis., non-ret. dms., c.l., S.F. gal. .59 - —
l.c.l., S.F.....gal. .61 - .64
125-135 vis., dms., c.l., N. Y..gal. .67 - —
l.c.l., N.Y.....gal. .70 - .74
145 vis., non-ret. dms., c.l., S.F. gal. .68 - —
l.c.l., S.F.....gal. .70 - .76
145-155 vis., dms., c.l., N.Y. gal. .69 - —
l.c.l., S.F.....gal. .72 - .76
175-185 vis., dms., c.l., N. Y...gal. .72 - —
l.c.l., N.Y.....gal. .75 - .79
180 vis., non-ret. dms., c.l., S.F. gal. .70 - —
l.c.l., S.F.....gal. .72 - .75
200-210 vis., dms., c.l., N.Y..gal. .76 - —
l.c.l., N.Y.....gal. .79 - .83
335-345 vis., dms., c.l., N.Y. gal. .84 - —
l.c.l., N.Y.....gal. .87 - .91
340 vis., non-ret. dms., c.l., S.F. gal. .83 - —
l.c.l., S.F.....gal. .85 - .88
Wintergreen, natural, Northern, cns. lb. 7.00 -17.25
Southern, cns.....lb. 3.65 - 6.50
synthetic (see Methyl salicylate).
Wood (see Oil, tung).
Wormseed, NF, cns.....lb. 3.75 - 5.50
Wormwood, cns.....lb. 8.50 -13.50
Ylang-Ylang, Bourbon, extra, bots.lb. 9.50 -25.00
first, bots.....lb. 9.75 -15.00
second, bots.....lb. 7.00 -10.00
third, bots.....lb. 3.50 - 7.50
Oleostearin, tcs.....lb. .27 - —
Olivine, aggregate, c.l., mines...ton. 7.00 - 9.50
crushed, 8 mesh, bulk, c.l., works.....ton.10.00 - —
paper, bgs., c.l., works.....ton 12.00 - —
lumps, bulk, c.l., works.....ton 7.00 - —
Opium, USP, cns.....lb.19.45 - —
gran., USP, cns.....lb.21.90 - —
powd., USP, cns.....lb.21.90 - —
Orange, cadmium lithopone, bbls., frt. alld. E. of Rockies..lb. 1.00 - —
Chrome, CP, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. R., includ. Davenport, Tenn. and N. C., E. of Minneapolis, Rock Island, St. Louis, St. Paul, contracts....lb .29½- —

Chrome orange prices are ½c. higher, dlvd. Ala., Fla., Ga., La. (Shreveport); 1½c. Miss., N. C., S. C., Tenn., Dallas and Ft. Worth, Tex.; 1½c. El Paso, Tex.; 2c. Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1.6c. higher dlvd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.

Orange, dinitroanilin toner.....lb. 1.15 - —
Molybdate, bbls.....lb. .59 - —
Orthonitroanilin toner, bbls., bgs., works..lb. .90 - .95
Persian, bbls.....lb. .30 - .45
Orange flowers, bbls.....lb. .46 - .48
Orange mineral, American, bbls., 5 tons, ship't point, frt. alld....lb. .20½- —
smaller lots, bbls., same basis. lb. .21 - —
Orange peel, bitter, Haitian, bbls..lb. .13 - .14
Sweet, bbls.....lb. .14 - .16
Oregano, Mexican, bgs.....lb. .16½- .17
Portuguese, bgs.....lb. .19 - .19½
Sicilian, bgs.....lb. .18 - .18½
Orris root, Florentine, bbls.....lb. .28 - .29
powdered, bbls., bxs.....lb. .32 - .33
Verona, bbls.....lb. .18 - .19
powdered, bbls., bxs.....lb. .22 - .23
Orthoaminobiphenyl dms., c.l., works. lb. .28½- —
l.c.l., same basis.....lb. .29 - —
tanks, same basis.....lb. .27 - —
Orthoamylphenol, dms., l.c.l., works. lb. .42 - —
Orthoanisidin, bbls.....lb. .80 - —
Orthochloroanilin, dms., 10,000 lbs. or more..lb. .60 - —
smaller lots.....lb. .62 - .67
Orthochloroparanitroanilin, dms., works. lb. .81 - —
Orthochlorophenol, dms.....lb. .28 - —
Orthocresol, pure, 30°, dms., c.l., works..lb. .33 - .35
l.c.l., works.....lb. .33½- .35½
tech., 29°-30°, dms., c.l., works...lb. .32 - .34½
l.c.l., works.....lb. .32½- .34½
26°-27°, dms., c.l., works.....lb. .26¼- .28¼
l.c.l., same basis.....lb. .26¾- .28¾
tanks, same basis.....lb. .27¼- —
Orthodichlorobenzene, dms., c.l., wks., frt. alld. E. of Rockies..lb. .07½- .08½
l.c.l., same basis.....lb. .09½- .10½
tanks, same basis.....lb. .07 - .08
Orthodichlorobenzene prices W. of Rockies 1c. per lb. higher.
Orthoisopropyl N-phenylcarbamate (see IPC).



PENNSALT POTASSIUM CHLORATE CAN HELP MAKE IT BETTER

Mining explosives, pyrotechnics, matches, or paper . . . whichever of those your product may be, you'll do well to include Pennsalt Potassium Chlorate as one of the ingredients. You can count on its uniform high quality, its rapid and complete reactivity.

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PENNSYLVANIA SALT MANUFACTURING COMPANY of WASHINGTON • LOS ANGELES • TACOMA, WASH. • PORTLAND, OREGON

How good are they when new?

New ideas are often assumed to be better than old ones—just *because* they're new.

But this is not how packaging ideas are judged at Canco.

For instance—the basic idea of the modern, sanitary-type food can was in the experimental stage in 1898 and perfected by Canco in 1906.

Yet this same idea solved the problem of putting motor oil in cans some twenty years later.

Later it also made possible the packaging of anti-freeze, chocolate syrup, and many other familiar products.

So-called "old" ideas, *like this one*, are not judged on their age at Canco.

In fact, all packaging ideas are judged by us solely on their suitability to the problem at hand.

This attitude has helped us achieve an impressive record for our customers since 1901. With the same purpose in view, we shall be glad to discuss your packaging problems.

AMERICAN CAN COMPANY (CANCO) New York • Chicago • San Francisco

Orthonitroanilin—Petroleum Naphtha

Orthonitroanilin, dms. .....lb. .50 - .53
Orthonitrochlorobenzene, dms.....lb. .15 - .18
Orthonitrobiphenyl, tech., dms., c.l., works..lb. .15½- —
l.c.l., works .....lb. .16 - —
tanks, works .....lb. .14 - —
Orthonitroparachlorophenol, cns.....lb. .75 - —
Orthonitrophenol, dms.....lb. .66 - —
Orthonitrotoluene, dms.....lb. .11 - —
Orthophenetidin, dms.....lb. .90 - —
Orthotolidin, distilled, kgs.....lb. 1.00 - —
Orthotoluidin, dms. .....lb. .18 - .20
Osage orange crystals, bbls., l.c.l. lb. .33½- —
extract, liquid, bbls., l.c.l.....lb. .15½- —
Ouabaine, USP, bots.....gram. 3.00 - 4.00
Oxyquinolin sulphate, cns., 100 lbs., works..lb. 6.40 - —
smaller lots, works.....lb. 6.55 - 7.40

P

Papain, powd., cs.....lb. 4.60 - 4.75
Papaverine, natural or synthetic, hydrochloride, N.F., cns., 1,000-oz. lots. oz. 6.60 - —
smaller lots.....oz. 6.50 - 6.50
Sulphate, cns.....oz. 7.10 - 7.35
Paprika, Chilean, bgs.....lb. .30 - .31
Portuguese, bgs.....lb. .30 - .35
Spanish, bgs. .....lb. .39 - .41
Para-anisidin, dms., works.....lb. .75 - —
Parachlorophenol, dms., c.l., works..lb. .27 - —
l.c.l., works .....lb. .28 - .33
Parachloroaniilin, dms., frt. alld. E. Miss..lb. .70 - —
Parachloro-orthonitroanilin, dms....lb. No stocks
Paracresol, 98%, dms., works.....lb. .45 - —
Paracymene, dms., c.l., works.....lb. .1355- —
l.c.l., works.....lb. .1645- —
tanks, works.....lb. .1545- —
Paradibromobenzene, bgs., 500-lb. lots, works..lb. .45 - —
Paradichlorobenzene, dms., c.l., works. lb. .12½- .13½
l.c.l., same basis.....lb. .14 - .15½
Paraffin, crude, scale, white or yellow, 119-121 ASTM, bbls., c.l., refinery..lb. .0725- —
121-123 ASTM, bbls., c.l., ref'y. lb. .0725- —
126-128 ASTM, bbls., c.l., ref'y. lb. .0775- —
fully ref'd, slabs, 122-124 ASTM, loose, c.l., ref'y..lb. .0750- —
125-127 ASTM, loose, c.l., ref'y.lb. .0780- —
128-130 ASTM, loose, c.l., ref'y.lb. .0805- —
130-132 ASTM, loose, c.l., ref'y.lb. .0820- —
132-134 ASTM, loose, c.l., ref'y.lb. .0845- —
135-137 ASTM, loose, c.l., ref'y.lb. .0910- —
Paraffin prices in bgs., 3½c. per lb. higher; in ctns., 4/5c. per lb. higher; 1,000 to 9,999 lbs. in ctns., 2.85c. per lb. higher, and under 1,000 lbs. in ctns., 3.80c. per lb. higher.
Paraformaldehyde, dms., 1,000 lbs., works..lb. 24 - —
smaller lots, works.....lb. 25 - —
Paraldehyde, tech., 98%, 55 gals., dms., l.c.l., works..lb. .12½- .13½
5-10-gal. dms., l.c.l., works...lb. .16½- —
tanks, works.....lb. .11 - —
USP, cbys.....lb. .37 - .40
Paranitroaniilin, kgs., works.....lb. .43 - —
Paranitrochlorobenzene, kgs., works.lb. .18 - —
Paranitrophenol, kgs., works, frt. equald..lb. .40 - —
Paranitrotoluene, kgs., works.....lb. .36½- —
Paraphenylphenol, bgs., works.....lb .27 - .28
Paraphenylenediamine, tech., kgs., works..lb. 1.30 - —
Paratertiarybutylphenol, bgs., works. lb. .19 - .20
Paratoluenesulphonamide, bbls., works. lb. .70 - —
Paratoluidin, bbls., works.....lb. .55 - .58
Paris green, dealer, distributor, dms., kgs., c.l., works, frt. alld. E. lb. .31 - —
l.c.l., same basis.....lb. .32 - .33
Passion flower herb, bls.....lb. .30 - .35
Patchouli leaves, bls.....lb. .38 - .40
Pectin, citrous, bbls.....lb. 1.25 - —
Penicillin, amorph, calcium, bulk, 1,000,000,000-unit lots..... 100,000 units. .14 - —
sodium, bots. (100,000 units)..bot. .25 - —
cryst., sodium, bots. (100,000 units). bot. .32 - —
(200,000 units).....bot. .52 - —
bulk, 1,000,000,000-unit lots..... 100,000 units. .16 - —
Pennyroyal leaves, bls.....lb. .25 - .30
Pentachlorophenol, dms., works....lb. .20 - .25
Pentaerythritol, tech., bbls., c.l., works..lb. .32 - —
l.c.l., works.....lb. .34 - .36
Pentane, industrial, tanks, group 3,gal. .10½- .11½
Pepper, black, bgs.....lb. .47½- .48
futures, bgs., nearby.....lb. .47½- .48
distant .....lb. .48 - .49
Red, capsicum, Louisiana longs, bgs., shipment point..lb. .18 Nom
Mississippi sports, bgs., source, lb. .20 - .20½
Mombasa, bgs.....lb. No stocks
Niger, bgs .....lb. .17½- .18
birdseye, bgs. .....lb. .30 - .30½
Sierra Leone, futures.....lb. .23 Nom.
Chillies, Haitian, bgs.....lb. No stocks
Mexican, long .....lb. No stocks
White, bgs. .....lb. .68 - .69
Peppermint, USP, dom., bis.....lb. .75 - .80
imported, bis.....lb. .75 - .80
Perchloroethylene, dms., c.l., zone 1, works, frt. alld. lb. .10¾- —
zone 2, same basis.....lb. .11¼- —
zone 3, same basis.....lb. .11¾- —
zone 4, same basis.....lb. .11¼- —
l.c.l., zone 1, same basis.....lb. .11½- —
zone 2, same basis.....lb. .12 - —
zone 3, same basis.....lb. .12½- —
zone 4, same basis.....lb. .12 - —
tanks, zone 1, same basis.....lb. .10¾- —
zone 2, same basis.....lb. .10¾- —
zone 3, same basis.....lb. .11¼- —
zone 4, same basis.....lb. .10¾- —

Perchloroethylene zones are:—(1) Conn., Del., Ill., Ind., Ia., Ky., Me., Md., Mass., Mich., Minn., Mo., Neb. (Omaha), Kans. (Kansas City), N. J., N. Y., N. C., Ohio, Pa., R. I., Tenn., Vt., Va., W. Va., Wis.; (2) Ala., Ark., Fla., Ga., Kansas, La.; Miss., Neb., N. D., Okla., S. C., S. D.; (3) Col., Mont. (E) N. M., Tex., Wyo.; (4) Ariz., Cal., Idaho, Mont. (W), Nev., Ore., Utah, Wash.

Peru balsam, dms.....lb. .80 - .81
Petrolatum, tech., dark, bbls., c.l., group 3..lb. .021 - —
Pennsylvania refy .....lb. .015 - —
golden topaz, bbls., c.l.....lb. .032 - —
l.c.l. .....lb. .036 - —
red, veterinary, bbls., c.l.....lb. .024 - —
l.c.l. .....lb. .028 - —
USP, amber, non-ret. dms., c.l.lb. .01¾- —
Pennsylvania refy.....lb. .04¾- —
l.c.l. .....lb. .05¾- —
cream, c.l., dms.....lb. .06½- —
l.c.l. .....lb. .08¾- —
extra, amber, dms., c.l.....lb. .05 - —
l.c.l. .....lb. .06¾- —
white, lily, dms., c.l.....lb. .06¾- —
l.c.l. .....lb. .08¾- —
snow, dms., c.l.....lb. .07¾- —
Pennsylvania refy.....lb. .08½- —
l.c.l. .....lb. .09¾- —
California, refy.....lb. .11¾- —
soft, dms., c.l.....lb. .06½- —
Pennsylvania refy.....lb. .07½- —
l.c.l. .....lb. .07¾- —
California refy.....lb. .1075- —
yellow, soft, dms., c.l.....lb. .04¾- —
Pennsylvania refy.....lb. .04¾- —
l.c.l. .....lb. .06 - —
California refy.....lb. .09 - —
Petroleum, crude, bulk, at wells, California..bbl. 1.94 - 2.88
Illinois .....bbl. 2.65 - 2.77
Kentucky .....bbl. 2.60 - 2.77
Louisiana-Arkansas .....bbl. 2.14 - 2.75
Montana .....bbl. 2.50 - 2.65
Oklahoma-Kansas .....bbl. 2.23 - 2.65
Pennsylvania, lower field....bbl. 5.00 - —
Upper field.....bbl. 3.10 - 5.00
Texas, East.....bbl. 2.65 - —
Gulf coast.....bbl. 2.38 - 2.95
North, North-Central.....bbl. 2.23 - 2.65
Panhandle .....bbl. 2.23 - 2.65
West .....bbl. 2.10 - 2.52
Wyoming .....bbl. 1.90 - 2.65
Ether, laboratory, 30°-60° C. cns., dlvd. E..gal. 1.50 - —
dms., c.l., group 3.....gal. .26 - —
l.c.l., same basis.....gal. .44 - —
35°-60° C, 10-gal. cns., dlvd. E..gal. 1.50 - —
dms., c.l., Group 3.....gal. .26 - —
l.c.l., same basis.....gal. .44 - —
40°-75° C, 10-gal. cns., dlvd. E..gal. 1.50 - —
dms., c.l., Group 3.....gal. .26 - —
l.c.l., same basis.....gal. .44 - —
Fuel oil, bunker C (No 6), California, heavy tanks, refinery..bbl. 2.10 - 2.25
light, tanks, refinery.....bbl. 2.55 - 2.90
Eastern, tanks, Albany, N Y...bbl. 3.247 - —
Baltimore, Md. .....bbl. 3.03 - 3.17
Boston, Mass. .....bbl. 3.055 - 3.315
Charleston, S. C. .....bbl. 2.86 - —
Jacksonville, Fla. .....bbl. 2.99 - 3.03
New York, N. Y. .....bbl. 3.03 - 3.27
Norfolk, Va. .....bbl. 3.00 - 3.04
Philadelphia, Pa. .....bbl. 3.03 - 3.17
Portland, Me.....bbl. 3.095 - 3.115
Providence, R. I.....bbl. 3.045 - 3.085
Savannah, Ga. .....bbl. 2.99 - 3.03
Diesel, tanks, refinery, California, gal. 0785- .086
Pennsylvania .....gal. .11 - .125
Furnace, tanks, refinery, Arkansas, No. 2..gal. .09125- —
No. 3 .....gal. .08875- —
Bayonne, N J., No 2.....gal. .094 - —
Group 3, No. 1.....gal. .09125- .09625
No. 1, straw.....gal. .08875- —
No. 2, straw.....gal. .09 - .10
No. 3 .....gal. .09125- —
range .....gal. .09375- .0975
Pennsylvania, No. 1.....gal. .1125- .13
No. 2.....gal. .11 - .13
No. 3.....gal. .11 - .125
Lacquer diluent, California, 100 l.b.p., 209 e.p., tanks, dlvd. Los Angeles..gal. .118 - —
Portland, Ore. .....gal. .128 - —
San Francisco .....gal. .113 - —
Seattle, Wash .....gal. .128 - —
East coast, tanks, N. J. and N. Y. refinery..gal. .16 - —
Hexane-type, tanks, Bayonne, N J. gal .16 - —
Group 3, benzol-type, tanks, refinery..gal. .1225- .13
toluol-type, tanks, refinery..gal. .1225- .13
Mineral spirits, California, tanks, San Francisco, 170-230 b.r.gal. .123 - —
205-250 b.r.....gal. .123 - —
214-362 b.r.....gal. .123 - —
307-360 b.r .....gal. .113 - —
312-402 b.r.....gal. .113 - —
362-458 b.r.....gal. .113 - —
East coast, tanks, N. J., N. Y., refinery..gal. .14 - —
Group 3, tanks.....gal. .1025- .115
Gulf coast, tanks, refinery....gal. .0875- —
tankwagon, Baltimore .....gal. .175 - —
Boston .....gal. .16 - —
Buffalo .....gal. .165 - —
Camden, N. J.....gal. .17 - —
Chicago .....gal. .191 - —
Detroit .....gal. .211 - —
Kansas City, Mo.....gal. .182 - —
Lancaster, Pa.....gal. .16 - —
Newark .....gal. .15 - —
New York .....gal. .15 - —
Philadelphia .....gal. .15 - —
Pittsburgh .....gal. .175 - —
Providence .....gal. .165 - —
Rochester .....gal. .175 - —
St. Louis.....gal. .189 - —
Syracuse .....gal. .185 - —
Washington, D. C.....gal. .175 - —
Naphtha, cleaners, California, tanks, San Francisco...gal. .123 - —
East coast, tanks, N. J., N. Y., refinery..gal. .14 - —
Group 3, tanks.....gal. .1025- .12
tankwagons, St. Louis.....gal. .1470- —
tankwagon, Newark .....gal. .15 - —
Chicago .....gal. .1445- —
Detroit .....gal. .1545- —
New York .....gal. .15 - —
Philadelphia .....gal. .15 - —
high-flash, 140° F., group 3, refinery, tanks..gal. .13 - .145

From SHELL CHEMICAL ... in tank car quantities

A NEW SUPERIOR

Alkylated Aromatic

for the manufacture of detergents with exceptional wetting and emulsifying properties

If you work with detergents of the alkyl aryl sulfonate type, you may be interested in Shell Chemical's new alkylated aromatic. This material offers you an intermediate for the manufacture of detergents with the superior wetting, emulsifying, suspending and dispersing properties necessary in a fine product. In addition, *it can bring you new opportunities to increase your manufacturing efficiency.*

This new alkylated aromatic is both light in color and free from odor ... of uniform quality and high purity.

Why not examine its possibilities in your own plant?

TYPICAL PHYSICAL PROPERTIES

Average Molecular Wt.	260
Boiling Range, °C	290 - 325°
Specific Gravity, 20/20 °C.	0.8690 - 0.8715
Color, Platinum-Cobalt	140 max.
Flash Point, °F	290
Refractive Index, n_D^{20}	1.4900 - 1.4910

Among the many other Shell Chemical products are Tertiary Butyl Alcohol, Diacetone Alcohol and Acrolein.

A letterhead request to any of the Shell Chemical district offices listed below will bring you complete technical information and a sample.

SHELL CHEMICAL CORPORATION

100 Bush Street, San Francisco 6 • 500 Fifth Avenue, New York 18
Los Angeles • Houston • St. Louis • Chicago • Cleveland • Boston • Detroit

Petroleum, naphtha, high-solvency, tanks, refinery, 200-285 b.r., 37-38° C, mixed anilin pt..gal. .22 - —
25-26° C. m.a.p.....gal. .21 - .26½
270-370 b.r., 78-81° C, m.a.p. gal. 24½- 26
49° C, m.a.p.....gal. .29 - —
26° C, m.a.p.....gal. .21 - .26
300-400 b.r., 26-32° C, m.a.p. gal. .21 - .26½
340-410 b.r., 32° C, m.a.p..gal. .21 - —
36° C, m.a.p.....gal. .21 - —
340-440 b.r., 32° C, m.a.p..gal. .26½- —
360-480 b.r., 25° C, m.a.p..gal. .21 - —
V.M.&P., at refinery, California, 46.5, 254-380 b.r., tanks, El Segundo..gal. .12 - —
Richmond .....gal. .12½- —
Portland, Ore., Seattle, Wash..gal. .12 - —
64-77 190-810 b.r., tanks, Los Angeles..gal. .11 - —
San Francisco.....gal. .11½- —
Portland, Seattle.....gal. .12 - —
East coast, N. J., N. Y., tanks, gal. .15 - —
Group 3, tanks.....gal. .1125- .12
Gulf coast, tanks, New Orleans..gal. .10 - —
tankwagon, Boston.....gal. .175 - —
Chicago .....gal. .201 - —
Detroit .....gal. .221 - —
Milwaukee .....gal. .207 - —
Minneapolis .....gal. .205 - —
Newark .....gal. .165 - —
New York.....gal. .165 - .17
Philadelphia.....gal. .165 - —
Pittsburgh .....gal. .185 - —
St. Louis .....gal. .190 - —
Solvent, rubber, at refinery, California, tanks, San Francisco..gal. .115 - —
East coast, N. J., N. Y., gal. .15 - —
Group 3 tanks.....gal. .11 - .1175
Stoddard (C.S. 8-38), at refinery, California tanks, San Francisco..gal. .12 - —
East coast, N. J., N. Y., tanks..gal. .14 - —
Group 3, tanks.....gal. .11 - .1175
Pennsylvania, western, tanks, gal. .10 - —
tankwagon, Boston .....gal. .16 - —
Chicago .....gal. .15½- —
Detroit .....gal. .17½- —
Milwaukee .....gal. .16½- —
Minneapolis .....gal. .161 - —
Newark .....gal. .15 - —
New York .....gal. .15 - —
Philadelphia .....gal. .15 - —
Pittsburgh .....gal. .15 - —
St. Louis.....gal. .17 - —
Syracuse .....gal. .17 - —
Sulphonate, 70% sulphonic content, ret. dms., c.l., works..lb. .15¼- —
lb. .15½- —
l.c.l., works .....lb. .15½- —
tanks, works .....lb. .13¾- —
60% sulphonic content, ret. dms., c.l., works. lb. .12¼- —
l.c.l., works .....lb. .12½- —
tanks, works .....lb. .10¾- —
Phenobarbital, dms., 100 lbs.....lb. 4.00 - 4.35
Phenol, 90-92% (cresol, 8-10%), dms., c.l., works, frt. equald..lb. .13½- .14
l.c.l., same basis.....lb. .14¼- .14¾
tanks, same basis.....lb. .12½- .13
82-84% (cresol, 16-18%), dms., c.l., same basis..lb. .14¼- .14¾
l.c.l., same basis.....lb. .15 - .15½
tanks, same basis.....lb. .13¼- .13¾
USP, dms., c.l., same basis.....lb. .13 - .13¼
l.c.l., same basis.....lb. .13¾- .14
tanks, same basis.....lb. .118 - .12
Phenolphthalein, USP, yellow, bbls., dms., 2,000 lbs..lb. .92 - —
smaller lots.....lb. .93 - .96
Phenothiazin, NF, 6b. dms., ton lots, works..lb. .49 - —
smaller lots, works.....lb. .54 - —
Phenylacetaldehyde solution, 50%, bots. lb. 2.85 - 2.75
pure, bots.....lb. 4.00 - 4.50
Phenyl acetate, dms., 100-lb. lots, works..lb. .50 - —
Phenyldiethanolamine, dms., works.lb. .83 - .84
Phenylethanolamine, dms., c.l., works, lb. .61 - —
l.c.l., same basis.....lb. .65 - —
Phenylethyl acetate, dms.....lb. 1.75 - 2.70
Phenylethylphenyl acetate, bots....lb. 4.50 - 6.00
Phenylhydrazin base, CP, bots.....lb. 3.00 - 3.07
Hydrochloride, CP, bots., works..lb. 5.00 - 5.07
commercial, kgs., works.....lb. 1.75 - —
Phenylmethylpyrazolone, dms., works, lb. 1.58 - 1.60
Phloroglucinol, CP, 6b. dms.....lb.13.75 - —
tech., 6b. dms.....lb.10.00 - —
Phosgene, 150-lb. cyls., works.....lb. 26½- .27
10-lb cyls., works.....lb. 1.50 - —
Phosphate, defluorinated (see under D.).
Phosphate rock, Florida, land pebble, run-of-mine, washed, dried, unground, 68-66%, b.p.l., bulk, c.l., car at mine..long ton. 4.61 - —
70%-68% b.p.l., c.l., same basis..long ton. 5.01 - —
72%-70%, b.p.l., c.l., same basis..long ton. 5.31 - 5.61
75%-74%, b.p.l., same basis. long ton. 6.31 - 6.51
77%-76%, b.p.l., c.l., same basis..long ton. 7.31 - —

Prices for Florida phosphate rock are plus usual bonus penalty clause on oil and labor. Prices on entirely pebble, 50c. per long ton higher than above quotations.

finely ground 65.5% b.p.l., basis 30% P_2O_5 minimum..short ton. 5.78 - —
68%, b.p.l. basis 31% P_2O_5 minimum..short ton. 6.98 - —
70%, b.p.l., basis 32% P_2O_5 minimum..short ton. 6.93 - —
Tennessee, brown, run-of-mine, unground, 27-26% P_2O_5..long ton. 6.00 - —
30-29% P_2O_5.....long ton. 6.75 - —
Phosphorus, red, amorphous, cs.....lb. .32 - .36
tins, export .....lb. .40 - .45
Yellow, cns .....lb. .30 - .37
dms., c.l. .....lb. .26 - —
Oxychloride, dms., works.....lb. .11 - .14
Pentoxide, dms., c.l., works.....lb. .12 - —
l.c.l., works .....lb. .13 - .14
Sesquisulphide, tins, cs., works..lb. .28 - .29
Trichloride, dms., c.l., works.....lb. .11 - .14
l.c.l., works .....lb. .12 - .15
Phthalamide, bbls., works.....lb. .35 - .40
kgs., works .....lb. .45 - .50
Phthalic anhydride, bgs., bbls., c.l., works, frt. equald..lb. .19½- .20
Pacific Coast, dlvd.....lb. .21½- —
l.c.l., same basis.....lb. .20½- .21
Pacific Coast, dlvd.....lb. .23½- —
Picht leaves, bgs.....lb. .07 - .09
Picoline (see Alphapicoline and Betapicoline).
Picrotoxin, bots. .....oz. 8.00 - —
Pilocarpine hydrochloride, USP, bots., vials..oz. 6.50 - 7.50
Nitrate, bots., vials.....oz. 6.25 - 7.25
Pimento, Jamaica, bgs.....lb. .23½- .24

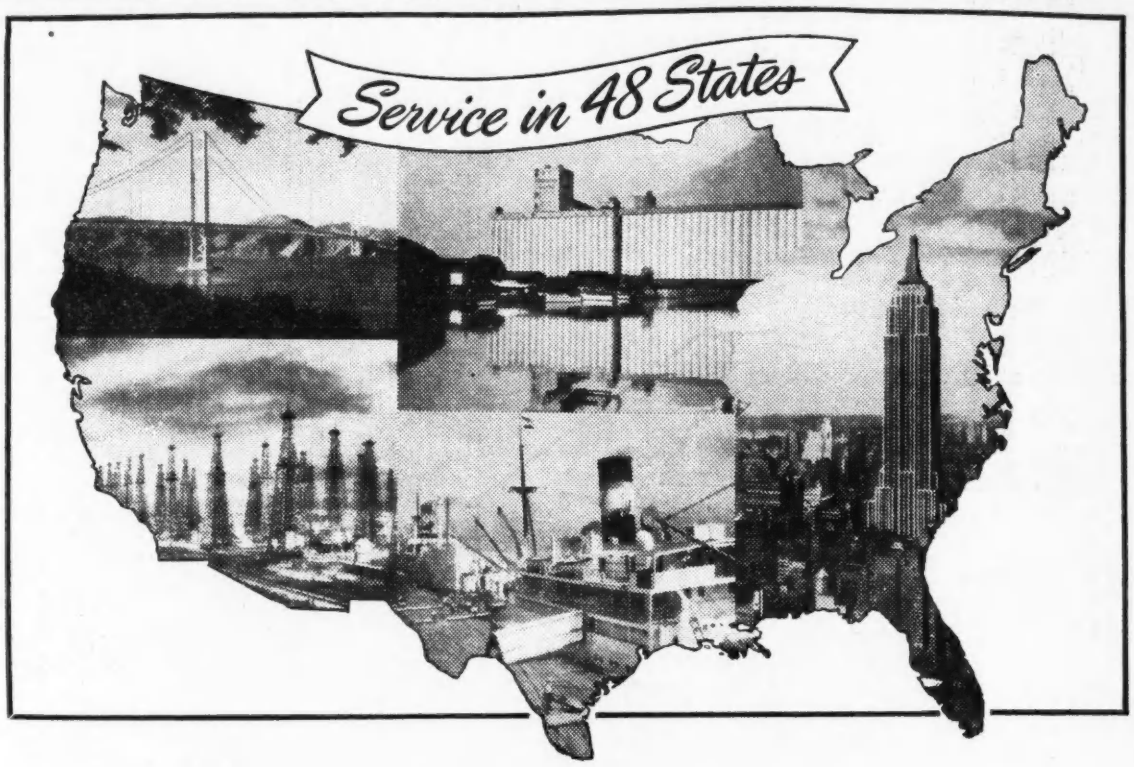
Pinetar, retort, dms. incl., c.l., works, South..gal. .42½- —
l.c.l., same basis.....gal. .45½- —
whse., N.Y.C.....gal. .53½- —
tanks, works, South.....gal. .34½- —
Pinkroot, bls.....lb. 2.25 - 2.30
Pinoline, 95%, dms., frt. equald..lb. 1.65 - —
98%, same basis.....lb. 1.75 - —
Piperazine hexahydrate, bots.....lb. 9.00 - 9.50
Pipsissewa herb (see Prince's pine).
Pitch, coaltar, 150° m.p., bbls., c.l., works..ton 31.00 - —
l.c.l., works .....ton.34.00 - —
Cottonseed, dms., works.....lb. .10½- .10¾
Hardwood, paper bgs., works....lb. .04 - —
Linseed, dms.....lb. No prices
Petroleum (see Asphaltum, Mexican, Texas).
Pine, dms ex whse. East. .100 lbs. 6.90 - —
Soybean, dms., works.....lb 10½- .10½
Plaster of paris (see Gypsum).
Platinum metal, works.....oz 98.00 -101.00
Podophyllin, dms.....lb.11.75 -15.50
Pokeroot, bls .....lb. .21 - .22
Polystyrene, plain colors, bgs., 30,000 lbs., works, frt. alld..lb. .33 - —
20,000 lbs., same basis.....lb. .34 - —
smaller lots, same basis....lb. .35 - .42
water-clear, bgs., 30,000 lbs., works, frt. alld..lb. .27 - —
20,000 lbs., same basis..... lb. .28 - —
smaller lots, same basis.....lb. .29 - .35

Plain color polystyrene prices in dms., ½c. per lb higher.

Pomegranate root bark, bgs.....lb. .75 - .76
Poppy flowers, bls.....lb. .65 - .70
Seed, Danish, bgs., futures.....lb. .21½- .23
Dutch, bgs. .....lb. .20½- .21
Turkish, bgs. .....lb. .18 - .18½
futures, bgs.....lb. .16½- .16¾

Potash, caustic, low-chloride, flake, 90%, dms., c.l., works .100 lbs. 9.60 - —
l.c.l., works.....100 lbs.10.35 - —
liquid, dms., c.l., works..100 lbs. 9.60 - —
l.c.l., works .....100 lbs. 9.75 - —
tanks, works.....100 lbs. 8.25 - —
solid, 90%, dms., c.l., works..... 100 lbs. 9.60 - —
l.c.l., works.....100 lbs. 9.75 - —
regular, flake, 88-92%, dms., c.l., works..lb. .0785- —
l.c.l., works .....lb. .0860- —
liquid, 45% basis, dms., c.l., works..lb. .03575- —
l.c.l., same basis.....lb. .0395- —
tanks, same basis.....lb. .03½- —
solid, 88-92%, dms., c.l., works.lb. .07¼- —
l.c.l. .....lb. .08 - —
Potassium abietate.....lb. .08 - —
Acetate, USP, dms.....lb. .28 - .30
Bicarbonate, USP, gran., dms.....lb. .20 - .22
powd., dms.. .....lb. .22 - .24
Bichromate, bgs., c.l., works....lb. 11½- —
l.c.l., works.....lb. 11¾- .11¾
Potash bichromate in bbls., ½c. higher.
Borate, gran., bbls., c.l., works..ton.200.00 - —
ton lots, works.....ton.218.50 - —
less ton lots, works.....ton.228.50 - —
Bromide, USP, cryst., gran., bbls., kgs..lb. .33 - .34
Carbonate, tech., calcined, bbls., c.l., works..lb .07½- —
l.c.l., same basis .....lb. .08 - —
hydrated, 83-85%, bbls., c.l., works..lb. .06 - —
dms., l.c.l., works.....lb. .06½- —
USP, gran., bbls., dms.....lb. .16 - .18
powd., bbls., dms.....lb. .21 - .23

Potassium, chromate, tech., bgs....lb. .25 - .30
Chlorate, cryst., kgs., c.l., works. lb. .08½- —
l.c.l., works.....lb. .09¾- —
powd., dms., kgs., c.l., works..lb. .09 - —
l.c.l., works.....lb. .09¾- —
export, kgs., 1 to 10 tons, ex whse..lb. .12 - —
Chloride, USP, cryst., bbls.....lb. .26 - .27
gran., bbls .....lb. .29 - .32
powd., bbls.....lb. .29 - .32
Citrate, USP, gran., bbls., dms...lb. .35½- .40½
Potash citrate, USP, powd., 3c. per lb. higher.
Cyanide, dms., works.....lb. .55 - —
Fluoride, dms., works.....lb. .24 - —
Glycerophosphate, 75% solution, cbys. lb. 2.05 - 2.20
Guaicol sulphonate, NF, dms.....lb. 1.80 - 1.85
Hydroxide, tech. (see Potash, caustic).
USP, sticks, cns.....lb. .34 - .36
Hypophosphite, cns.....lb. .72 - .75
Iodide, dms.....lb. 1.95 - 1.98
Manure salt, 22% K_2O, bulk, mines.. unit-ton. .20 - —
25% K_2O, bulk, mines..unit-ton. .21 - —
Metabisulphite, gran., bbls.....lb. .19 - .21
powd., bbls.....lb. .23 - —
Muriate, dom., 60% K_2O, bulk, Carlsbad, N. M..unit ton. .87½- —
Trona, Cal. .....unit-ton. .45½- —
Nitrate (see Saltpeter).
Oxalate, neutral, tech., fine gran., bbls., dms..lb. .28 - .34
Perchlorate, kgs., works.....lb. .12½- .14
Permanganate, tech., kegs, works. lb. .21¾- .22¼
USP, dms., works.....lb. .23½- .24



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Potassium Persulphate—Red, Tuscan

Potassium persulphate, dms., c.l., works..lb. .17 - —
l.c.l., works.....lb. .21 - —
Phosphate, tetrabasic, bbls., works. lb. .13 - .13¼
Prussiate, red, kgs.....lb. .55 - .58
Yellow, bbls.....lb. .19 - —
Ricinoleate, tech., bbls.....lb. 18 - —
Silicate, glass, bgs., c.l., works..ton.200.00 - —
l.c.l. .....100 lbs.15.25 - —
solution, 29° Be. ret. drums, c.l., works..100 lbs. 4.25 - —
l.c.l., 5 or more, works..100 lbs. 5.00 - —
1-4, works.....100 lbs. 5.50 - —
Potassium silicate, solut., 32° Be. ret. dms., c.l., works..100 lbs. 4.75 - —
l.c.l., 5 or more, works. 100 lbs. 5.50 - —
1-4, works.....100 lbs. 6.00 - —
40.5° Be, ret. dms., c.l., works. 100 lbs. 5.75 - —
l.c.l., 5 or more, works. 100 lbs. 6.50 - —
1-4, works.....100 lbs. 7.00 - —
Silicofluoride, bbls., works.....lb. .09 - —
Sulphate, NF, cryst., bbls.....lb. .31 - .33
powd., bbls.....lb. .14½- 15
tech., dom., bulk, basis 90-95% K_2O_4 min. 90%, works....ton.30.00 - —
Sulphocyanide, cryst., NF., dms..lb. .70 - .78
Thiocyanate (see sulphocyanide).
Titanate, ctns., c.l., works.....lb. .12 - —
5 tons, works.....lb. .12¼- —
2,000 lbs. or less, works.....lb. .12½- .13
Xanthate, dms., c.l.....lb. .12 - —
Potassium-magnesium sulphate, bulk, min., 40% K_2SO_4, 18-50% MgO, ex vessel, ports..ton.26.00 - —

Potassium-sodium ferricyanide, kgs., works..lb. .45 - .48
Potassium-sodium tartrate (see Rochelle salt).
Potassium - titanium oxalate, bbls., dms..lb. .50 - .55
Prickly ash bark, bls.....lb. .28 - .33
Berries, bgs.....lb. .20 Nom.
Prince's pine herb, bls.....lb. .55 - .60
Procaine hydrochloride, cns., 200-lb. lots..lb. 4.75 - —
smaller lots .....lb. 5.00 - 5.75
Propane, commercial grade, tanks, group 3..gal. .067 - —
Propionaldehyde, dms., c.l., works..lb. .16½- —
l.c.l., works .....lb. .17 - —
tanks, works .....lb. .15 - —
Propyl aldehyde (see Propionaldehyde).
Propyl acetate, dms., c.l., works....lb. .10½- —
l.c.l., works.....lb. .20½- —
tanks, works.....lb. .18 - —
tankwagons, works.....lb. .18½- —
Propylene dichloride, dms., c.l.....lb. .08½- —
l.c.l. .....lb. .09½- —
smaller containers.....lb. .12½- —
tanks .....lb. .07 - —
Oxide, dms., c.l., frt. alld. E.....lb. .20½- —
l.l., frt. alld. E.....lb. .21½- —
tanks, frt. equald.....lb. .18½- —
Propyleneglycol, N.F., dms., c.l., frt. alld. E..lb. .17 - —
l.c.l., same basis.....lb. .18 - —
tanks, same basis.....lb. .15½- —
Propylthiouracil, bots. works.....kilo 50.00 - —
Psyllium seed (see Fleaseed).
Pulsatilla herb, bls. .....lb. .60 - .65

Pumice, dom., grd., course, 0½, 1, 1½, 2, 3, bgs., ton lots..lb. .03½- .04
Chicago .....lb. .04½- —
smaller lots.....lb. .03½- .04¼
fine, bgs., ton lots.....lb. .03½- —
smaller lots .....lb. .03½- .04
Italian, silk-screen, fine, bgs., ton lots..lb. .04 - —
coarse, bgs., ton.....lb. .05½- —
sun dried, fine, bgs., ton lots...lb. .03 - —
coarse, bgs., ton lots.....lb. .04¼- —
Pumice in bbls. is ½c. per lb. higher.
Pumpkin seed bgs. .....lb. .27 - .29
Purple lake (see Red).
Pyrethrum concentrate, dewaxed, 20%: for aerosol bombs, dms., works.lb. 7.00 - 7.25
liquid (20 to 1), basis 2 grams pyrethrins per 100cc., odorless base, dms., works..gal. 5.50 - —
regular base, dms., works..gal. 5.40 - —
(30 to 1), base 3 grams pyrethrins, per 100cc. odorless base, bbls., works..gal. 8.15 - —
regular base, dms., works.gal 8.10 - —
Flowers, fine-grd., 0.9% pyrethrins, bbls., works..lb. 24½- 25
powder, 1.3% pyrethrins, bbls., works..lb. 35½- 42
Pyridin, denaturing, ret. dms., works frt. equald. gal 2.49 - 2.52
refd., 2° non-ret. dms., c.l., same basis..lb. .69 - 70
l.c.l., same basis.....lb. .69½- 70½
ret. dms., l.c.l., same basis....lb. .69 - 80
Pyridoxin hydrochloride, 100-gram lots. gram. .55 - —
Pyrites, Spanish, c.i.f. Atl. ports, long-ton. 8.00 - —
Pyrocatechin (see Catechol).

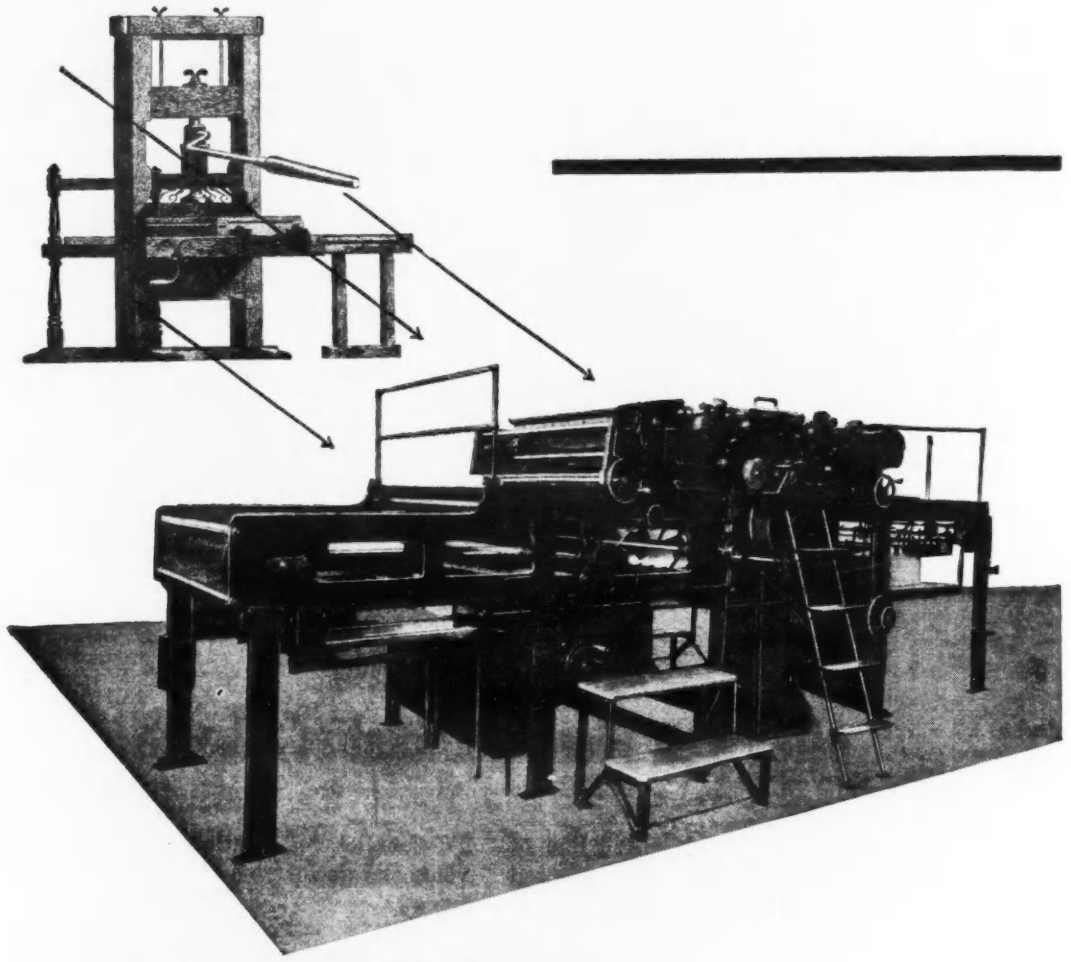
Pyrophyllite, standard, 200 mesh, bulk, c.l., mines .ton.11.00 11.50
230 mesh, bulk, c.l., mines..ton.12.00 - —
325 mesh, bulk, c.l., mines....ton.14.00 - —
No. 3, 200 mesh, bulk, c.l., mines, ton. 9.50 - —
insecticide grade, 200 mesh, bulk, c.l., mines..ton. 9.00 -10.00
rubber grade, 140 mesh, bulk, c.l., mines..ton. 7.00 - —
Pyrophyllite in paper bgs., $3 to $3.50 per ton extra.
Pyroxylin scrap, opaque, amber, cs., works..lb. .17 - —
black, cs., works.....lb. .14 - —
gray, cs., works.....lb. .14 - —
mixed, mottled, cs., works...lb. .12 - —
white, china, ivory, cs., works. lb. .17 - —
dense, cs., works.....lb. .17 - —
translucent, pastels, cs., works..lb. .17 - —
transparent, colorless, cs., works. lb. .19 - —
colors, cs., works.....lb. .17 - —
shavings, opaque, amber, cs., works. lb. .15 - —
mixed colors, cs., works.....lb. .14 - —
white, cs., works.....lb .17 - —

Q

Quassia chips, bls.....lb. .07 .09
Quebracho extract, clarified, grd., 70% tannin, bgs., c.l..lb. .17½- —
liq., 25% tannin, bbls., works.lb. .08½- —
tanks, same basis.....lb. .09 - —
solid, 64% tannin, bgs., c.l...lb. .14 - —
powd., 70% tannin, bgs., c.l..lb. .18 - —
ordinary, solid, 63% tannin, bgs., c.l., ex dock, duty extra..lb. .1275- —
Quebracho extract prices are based on $20.40 freight and $1 insurance per long ton.
Queen of the meadow root bgs....lb. .12 - .13
Quercitron crystals, bbls., l.c.l.....lb .33½- —
Extract, liquid, bbls., l.c.l.....lb .14½- —
solid, bxs.....lb. 28 - —
Quicksilver, flasks (76 lbs.) net..flask71.00 -76.00
Quince seed, bgs.....lb. 1.20 - 1.70
Quinidine, NF, V. cryst., cns.....oz 1.30 - —
powd., precip., cns.....oz 1.22 Nom.
Sulphate, USP, cns.....oz. .95 - —
Quinine, NF, cns., 100 ozs.....oz. 1.00 - —
Acetate, cns., 100 ozs.....oz No stocks
Arsenate, cns., 100 ozs.....oz. 1.30 - —
Arsenite, cns., 100 ozs.....oz No stocks
Bisulphate, USP, cns., 100 ozs....oz .73 - —
Citrate, cns., 100 ozs.....oz No stocks
Dihydrobromide, bots., 50 ozs....oz. 1.00 Nom.
Dihydrochloride, USP.....oz. 1.00 - —
Ethylcarbonate, NF, cns., 100 ozs.oz 1.05 Nom.
Ferrocyanide, cns., 100 ozs.....oz No stocks
Formate, cns., 100 ozs.....oz 1.20 Nom.
Hydrobromide, NF, cns., 50-oz cns. oz. .91 - —
Hydrochloride, USP, cns., 100 ozs.oz. .91 - —
Hydroiodide, cns., 100 ozs.....oz. No stocks
Hypophosphite, cns., 100 ozs....oz 1.40 - —
Phosphate, NF, cns., 100 ozs.....oz 1.10 - —
Salicylate, NF, cns., 100 ozs.....oz. .95 - —
Sulphate, USP, crs., 100 ozs.....oz. .80½- —
Sulphocarbolate, cns., 100 ozs.....oz. No stocks
Tannate, USP X, cns., 100 ozs....oz. .60 Nom.
Tartrate, cns., 100 ozs.....oz No stocks
Valerate, NF, IV, 100 ozs.....oz. 1.25 - —
Quinine-urea hydrochloride, NF, cns.oz .97 - —
Quinolin, dms., c.l., works..... lb. 44½- 45

R

R salt, dry, bbls.....lb .63 - .70
Red, alizarin lake, bbls., dlvd. N. of Tenn. and N. C., E. of Miss., including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. 1.45 - 2.25
Prices ½c. per lb. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1½c.), Miss., N. C., S. C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.), (El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph, 1.6c. per lb. higher, dlvd. Pacific coast prices equaled with Chicago, dlvd. Denver, Pueblo, Salt Lake City, Wichita
Red, cadmium lithopone, deep shade, bbls., frt. alld. E. of Rockies. lb. 1.25 - —
light shade, bbls., same basis.lb. 1.10 - —
Maroon, bbls., same basis.....lb. 1.35 - 1.45
medium shade, bbls., same basis. lb 1.20 - —
medium-light shade, bbls., same basis..lb. 1.15 - —
orange-red, bbls., same basis..lb. 1.05 - —
Red cadmium lithopone, all shades, in smaller pkgs, 5c. per lb. higher; all prices are 1c. per lb. higher ex whse., Los Angeles and San Francisco.
Carmine, No. 40 (see Carmine).
Crocus martis (see Red, maroon, oxide)
Dyes (see Dyes, coaltar).
Eosin toner, bbls., works.....lb. 1.35 - —
Indian, dom., pure, bgs., Bethlehem, Easton, E. St. Louis, N. Y.. lb. .11½- .11¾
English, all shades.....lb. .16 - —
Iron oxide, synth., bbls.....lb. .11½- .11¾
75%-85% copperas oxide, bgs., l.c.l., Bethlehem, Pa.; Copley, O.; Easton, Pa.; E. St. Louis, and Trenton, N. J..lb. .05½- .09¾
Lake C toner, alizarin, bbls., works. lb. 1.05 - —
Litnol toner, bbls., works.....lb. .75 - .77
Lithol-rubin toner, alizarin lake, bbls., works..lb. 1.40 - —
Maroon, alizarin lake, 25%, kgs., works..lb. .40 - .43
toner, bbls., works.....lb. 1.35 - 1.50
Cadmium, deep, bbls., works...lb. 1.20 - —
regular, bbls., works.....lb. 1.10 - —
Iron oxide, bgs., c.l.....lb. .03½- —
l.c.l., bgs.....lb. .037 - —
MNPT toner, kgs., works.....lb. 3.25 - —
Maroons in smaller pkgs., 5c. per lb. higher
Mercury oxide, tech., bbls., 10,000 lbs., works..lb. 2.00 - —
smaller lots, works... .....lb. 2.02 - —
Metallic, bbls., works.....lb. .02½- .02¾
Oxide (see Red, iron oxide).
Oxide, Persian gulf, bgs., works..lb. .06¾- .07
Para toner, bbls. .....lb. .85 - .88
chlorinated, kgs. .....lb. .95 - 1.05
concentrated, alizarin lake, kgs., works..lb. .80 - —
Phloxin toner (see Red, eosin toner).
Phosphotungsic, rhodamine Y, kgs., works..lb. 4.45 - —
Pink lake, alizarin, bbls., works..lb. .20 - .25
Purple lake, kgs. .....lb. 1.35 - —
lb. .25 - .28
Spanish oxide, grade 1, bbls., c.l., ex dock..lb. .05½- .05¾
l.c.l., ex dock.....lb. .05¾- .06
ex whse., New York.....lb. .06¼- —
grade 2, bbls., c.l., ex dock.....lb. .05½- .05¾
l.c.l., ex dock.....lb. .05½- .05¾
ex whse., New York.....lb. .06¼- —
Toluidin toner, alizarin lake, kgs., works..lb. 1.30 - —
Turkey, bbls., works.....lb. .14½- -
Tuscan bbls., E St L.....lb .21 - .23



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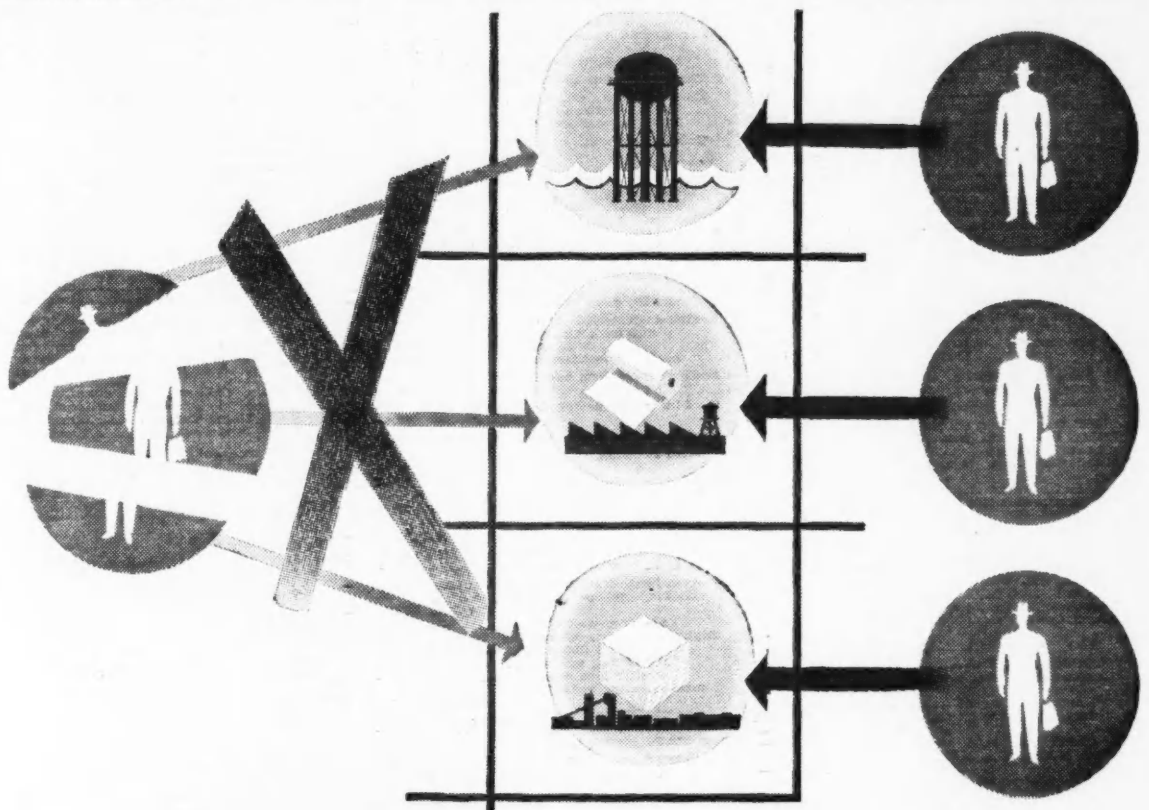
Red, venetian, 15%, bgs., works...lb. .0650- —
20%, bgs., works...lb. .0360- —
25%, bgs., works...lb. .0410- —
30%, bgs., works...lb. .0440- —
35%, bgs., works...lb. .0465- —
40%, bgs., works...lb. .0490- —
Vermilion, Amer., bbls. ...lb. .22½- .45
Quicksilver, cans...lb. 2.27 - —
Red precipitate, NF, powd., fib. dms.lb. 2.17 - 2.19
Red saunders, wood, grd., bbls.....lb. .35 - —
Resorcinol, tech., dms., works.....lb. .68 - —
USP, cryst., dms., works.....lb. 1.80 - —
powd., dms., works.....lb. 2.00 - —
Rhatany root, bgs.....lb. .11 - .12
Rhubarb root, whole, cs.....lb. .45 - .50
powd., bbls.....lb. .50 - .55
Riboflavin, USP, bots.....kilo.125.00 - —
95%, feeding grade, bots.....kilo.118.75 - —
Rice bran concentrate, dms., cedartown, Ga., or Emeryville, Calif.lb. .79 - —
Rochelle salt, gran., powd., bbls., 5,000 lbs..lb. 31½- —
smaller lots.....lb. .32 - —
Rose flowers, pale, bls. .....lb. .23 - .24
Rosemary flowers, bls. .....lb. 1.55 - 1.65
Leaves, French, bls.....lb. 13 Nom.
Portuguese, bls. ...lb. .07½- .08
Spanish, bls. .....lb. 13 - 13½
Rosin, for gum (see Naval Stores, Protective Coatings market).
B, dms., c.l., works.....100 lbs. 3.50 - 5.00
FF, dms., c.l., works.....100 lbs. 6.00 - 6.50
G, H, I, dms., c.l., works..100 lbs. 8.30 - 8.95
K, dms., c.l., works.....100 lbs. 8.35 - 8.95
M, dms., c.l., works.....100 lbs. 8.40 - 8.95
N, dms., c.l., works.....100 lbs. 8.75 - 9.05
WG, dms., c.l., works.....100 lbs. 8.80 - 9.30
WW, dms., c.l., works.....100 lbs. 8.90 - 9.35
X, dms., c.l., works.....100 lbs. 9.40 - —
Rotenone, cryst., bbls., works.....lb.20.00 -24.00
Extract, liq., dms., works..per unit. 1.50 - —
Powder (see Cube root).
Rottenstone, bgs., c.l., mines....ton.36.00 - —
l.c.l., mines .....ton.43.00 - —
Rue herb, bls. .....lb. .45 - .48
Rutin, bots. .....gram. .23 - .29

S

Sabadilla seed, powd., bbls.....lb. .52 - .58
activated ground with lime, bbls.lb. .36 - .38
Saccharin, gran., soluble, 1,000 lbs..lb. 1.50 - —
smaller lots .....lb. 1.60 - 1.70
powd., soluble, insoluble, dms., 1,000-lb. lots..lb. 1.55 - —
smaller lots .....lb. 1.65 - 1.85
Safflower (see Saffron, Mexican).
Saffron, Mexican, bls.....lb. 1.00 - 1.10
Spanish, USP, tins.....lb.30.00 -31.00
boxes .....lb.25.00 -26.00
Safrol, dms. .....lb. .90 - 1.45
Sage, Cyprus, bls.....lb. .13½- .14
futures, bls. .....lb. .14½- .15
Dalmatian, bls. .....lb. .23 - .23½
Greek, fancy, bls.....lb. .13½- .14
Spanish, bls. .....lb. .13½- .14
Syrian, bgs.....lb. .21 Nom.
Sago flour, bgs.....lb. .08¼- .08½
Salicin, bots. .....lb. No stocks
cns. .....lb. No stocks
Saligenin, dms., works.....lb.20.00 -25.00
Salol, gran., bois., sgs. .....lb. 1.00 - —
fib. dms. .....lb. 1.02 - 1.03
Powdered salol, 10c. higher
Salt, rock, bgs., c.l.....ton.18.10 - —
l.c.l. .....ton.22.40 -23.00
Table, vacuum, common, fine, bgs., c.l., ton.19.60 -21.60
l.c.l. .....ton.24.40 -26.40
Saltcake, dom., bulk, works.....ton.25.00 -25.00
Chrome (see Chrome cake).
Saltpeter, cryst., bbls., 10 tons 100 lbs.13.15 - —
smaller lots .....100 lbs.13.40 -13.65
gran., bbls., 20 tons.....100 lbs. 8.75 - —
smaller lots .....100 lbs. 9.75 -10.25
powd., bbls., 20 tons.....100 lbs. 9.75 - —
smaller lots .....100 lbs.10.75 -11.25
Saltpeter in bags is 25c. per 100 lbs. less than in barrels; in kegs it is $1 more.
Sanguinarine nitrate, bots.....oz. 4.75 - 5.50
Santonin, cryst., powd., cns.....kilo.175.00 -185.00
Saponin, No. 1, cns. .....lb. 2.45 - —
Sarsaparilla root, dom., bls. .....lb. .45 - .50
Honduras, bls.....lb. .50 - .55
Mexican, bls. .....lb. .45 - .50
Sassafras bark, ord., bls. .....lb. .45 - .50
select, bls. .....lb. .60 - .65
Savory, French, bls.....lb. .20 - .20½
Spanish, bls. .....lb. .14 - .14½
Saw palmetto berries, bgs.....lb. .24 - .25
Scammony resin, lump, cns. .....lb. 2.10 - 2.25
powd., cns. .....lb. 2.20 - 2.30
Root, bgs .....lb. .13 - .14
Scheffer's salt, bgs.....lb. .56 - .60
Seidlitz mixture, bbls., 5,000 lbs...lb. .27½- —
smaller lots.....lb. .28½- —
kegs, 5,000 lbs. .....lb. .28½- —
smaller lots .....lb. .28¾- —
Selenium, powd., cns., 10-lb. lots...lb. 2.10 - —
cs., 1,000-lb lots.....lb. 2.00 - —
Senega root, bls.....lb. 2.00 - 2.25
Senna leaf, Alex., half-leaf, bls....lb. .26 - .27
siftings, bgs. .....lb. .23 - .24
Tinnevelly, No. 1, bls.....lb. .20 - .24
No. 2, bls.....lb. .18 - .20
No. 3, bls.....lb. .15 - .16
Pods, bls. .....lb. .14 - .15
Serpentaria root, bls.....lb. 2.90 - 3.00
Shellac, bleached, bonedry, bgs., 1,500-lb. lots..lb. .64½- —
bbls., 1,500-lb. lots.....lb. .65 - —
kgs., 1,500-lb. lots.....lb. .67 - —
refined, bgs., 1,500-lb. lots...lb. .74½- —
bbls., 1,500-lb. lots.....lb. .75 - —
kgs., 1,500-lb. lots.....lb. .77 - —
bonedry shellac sales of less than 1,500 lbs., 1c. per lb. higher for all packages.
Lemon, No. 1, bgs.....lb. .69 - .70
No. 2, bgs.....lb. .67 - .68
Superfine, bgs., 10 bgs.....lb. .64 - .65
TN, bgs., 10 bgs.....lb. .62 - .63
Shellac in 1 to 9 bgs., 1c. more.
Silica, amorph., dry-grd., 325 mesh, bgs., c.l., Ill., works..ton.24.00 -40.00
l.c.l., works.....ton.29.00 - —
wet-grd., 320 mesh, bgs., c.l. works..ton.24.00 -40.00
l.c.l., works.....ton.29.00 - —
hard-quartz, 99½%, 325 mesh, bgs., c.l., works..ton.20.00 - —
l.c.l., works.....ton.25.00 - —
140 mesh, bgs., c.l., works....ton.15.00 - —
l.c.l., works.....ton.20.00 - —
Tetrachloride, tech., dms., c.l., works..lb. .15½- —
l.c.l., works .....lb. .16½- .27
Silver bullion, ingots, cs. .....oz. .74½- —
Cyanide, fib. dms., 2,500-oz. lots..oz. .62½- —
1,000-oz. lots .....oz. .62½- —
500-oz. lots .....oz. .62¾- —
250-oz. lots .....oz. .63 - —
Nitrate, CP, cryst., bots., 2,500-oz. lots..oz. .48 - —
1,000-oz. lots.....oz. .49½- —
500-oz. lots.....oz. .49½- —
250-oz. lots.....oz. .49¾- —
USP granular silver nitrate, 2c. per oz. higher.
Silver proteinate, mild, USP, bots., dms., 1,000-oz. lots..oz. .45 - —
strong, bots., dms., 1,000-oz. lots. oz. .40 - —
Simarubra bark, bls. .....lb. .85 - .86
Skullcap herb, Eastern, bls. .....lb. .85 Nom.
Western, bls. .....lb. .30 - .35
Skunk cabbage root, bls.....lb. .44 - .50
Slate flour, bgs., c.l., works.....ton.11.00 -12.00
l.c.l., ex whse.....ton.20.00 -60.00
Sloe berries, bgs. .....lb. .35 - .40
Smalt, black, cans. .....lb. .11 - —
Blue, cans.....lb. .16 - —
Snakeroot, Canada, bls. .....lb. .63 - .65
Soapbark, bls.....lb. .19 - .20
crushed, bls., bbls.....lb. .26 - .27
cut, foreign, bbls.....lb. .31 - .32
powd., bbls.....lb. .29 - .30
Soda ash, dense, 58%, paper bgs., c.l., works..100 lbs. 1.38 - —
l.c.l., stock points, zone 1.....100 lbs. 2.78 - —
2 .....100 lbs. 2.88 - —
3 .....100 lbs. 3.28 - —
4 .....100 lbs. 3.83 - —
Soda ash, dense, 58%, bbls., c.l., works. 100 lbs. 1.78 - —
l.c.l., stock points, zone 1.....100 lbs. 3.18 - —
2 .....100 lbs. 3.28 - —
3 .....100 lbs. 3.63 - —
4 .....100 lbs. 4.23 - —
bulk, c.l., works.....100 lbs. 1.18 - —
light, 58%, paper bgs., c.l., works. 100 lbs. 1.50 - —
l.c.l., stock points, zone 1.....100 lbs. 2.65 - —
2 .....100 lbs. 2.80 - —
3 .....100 lbs. 3.15 - —
4 .....100 lbs. 3.75 - —
Soda ash, light, 58%, bbls., c.l., works..100 lbs. 1.70 - —
l.c.l., stock points, zone 1.....100 lbs. 3.05 - —
2 .....100 lbs. 3.20 - —
3 .....100 lbs. 3.55 - —
4 .....100 lbs. 4.75 - —
bulk, c.l., works.....100 lbs. 1.10 - —
Soda ash prices f.o.b. stock points in zones indicated. Minimum quantity 500 lbs. For less than 500 lbs. prices are ex-warehouse. Sales zones are: (1) All States E. of Miss R. and N. of south bound. of Ky., 31°, Tex. E. of 100°; S. of 31° Fla.; also Me., N. H., and Vt., in which there are special county zones: Davenport, Ia., and St. Louis; (2) Ark. E. of 98° Ga.; Iowa (except Davenport), Minn.; Mo. (except St. Louis), Neb., E. of 98°, N. C., S. C., Tenn. and Tex. N. of 31° and E. of 100° (except Wichita Falls); also Ala., La. and Miss. No. of 31°; (3) Ark. W of 96°, Kan., Neb., W of 98°, N. D., Okla., S. D., Tex., W. of 100° (including Wichita Falls excluding El Paso); (4) Ariz., Colo., Idaho, Mont., Nev., N. M., Utah, Wyo., and El Paso, Tex
Caustic, flake, powd., 76%, dms., c.l., works..100 lbs. 3.25 - —
l.c.l., dlvd. zone 1....100 lbs. 4.00 - —
zone 2 .....100 lbs. 4.75 - —
zone 3 .....100 lbs. 6.10 - —
zone 4 .....100 lbs. 5.70 - —
liquid, 50%, sellers' tanks, works, dry basis..100 lbs. 2.15 - 2.25
70%, sellers' tanks, works, dry basis..100 lbs. 2.35 - —
50%, rayon type, tanks, works, dry basis..100 lbs. 2.25 - —

Red, Venetian—Sodium Benzoate

Soda caustic, solid, 76%, dms., c.l., works..100 lbs. 2.85 - —
l.c.l., dlvd. zone 1....100 lbs. 4.20 - —
zone 2 .....100 lbs. 4.35 - —
zone 3 .....100 lbs. 4.70 - —
zone 4 .....100 lbs. 5.30 - —
Prices f.o.b. stock points in zones indicated, minimum quantity 500 lbs.; for less than 500 lbs., prices are ex-warehouse. Soda caustic zones are same as soda ash.
Sal, bgs., c.l., works.....100 lbs. 1.30 - —
Sodium acetate, anhyd., dms., works..lb. .09½- .11
NF, cryst., bbls., works.....lb. .07½- .08¼
Alginate, refined, water-soluble, bbls., works..lb. .79 - —
semi-refined, bbls. works.....lb. .42 - —
white, powd., dms. works.....lb. 1.50 - 1.60
Alkylbenzene-sulphate, dms., works, lb. .13 - —
Aluminate, for water treat., bgs., c.l., works..100 lbs. 7.60 - —
l.c.l., works.....100 lbs. 8.40 - —
other uses, bgs., c.l., works.100 lbs. 7.00 - —
l.c.l., works.....100 lbs. 7.50 - 8.00
Antimoniate, bbls., c.l., dlvd.....lb. .29 - —
l.c.l., dlvd. .....lb. .30 - —
Arsenate, dealers, dms., c.l., works, lb. .12 - —
l.c.l., works .....lb. .13½- .13¾
Arsenite, gray, dealers, dms., c.l. works..lb. .11¾- —
l.c.l., works .....lb. .12½- .12¾
Benzoate, tech., bbls., 2 tons....lb. .39 - —
smaller lots.....lb. .40 - .41
USP, dms., 2 tons.....lb. .46 - —
smaller lots.....lb. .47 - .52



WHY THIS TECHNICAL SERVICE IS DIFFERENT...

Solvay Technical Service is organized on an "Industry-Wise" system . . . with Technical Service men who have spent their entire careers specializing in individual industries. The result—each man knows his industry and its problems more intimately; he can offer sound advice and practical help.

Our textile specialist is thoroughly familiar with all chemicals utilized in textile manufacturing processes. But though many of the same chemicals are used in the paper, water or other industries, our textile specialist is not called in on their problems . . . because *his* entire experience is concentrated on textile operations. The paper, water and other industries are covered by SOLVAY TECHNICAL SERVICE men who are experts in their respective fields.

When you come across a production-snagging technical situation involving alkalies or associated products in your plants . . . why not call SOLVAY Industry-Wise TECHNICAL SERVICE for help? The strictest confidence is assured. And remember—SOLVAY is backed by *sixty-seven years* of technical experience!

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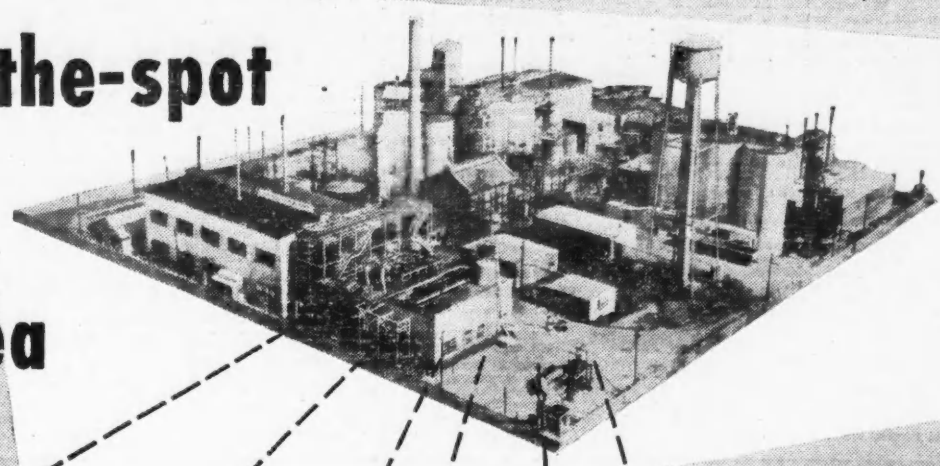
Sodium Bicarbonate—Turmeric Root

Sodium bicarbonate, USP, gran., bgs., c.l., works..100 lbs. 2.25 - —
l.c.l., works..100 lbs. 2.75 - —
powd., bgs., c.l., works..100 lbs. 1.85 - —
l.c.l., works..100 lbs. 2.35 - —
Bichromate, bgs., c.l., works....lb. .09 - —
l.c.l., works....lb. .09¼- .09¾
Sodium bichromate, in bbls., ¼c. higher.
Bisulphate, bulk, c.l., works..100 lbs. 1.50 - —
dms., c.l., works..100 lbs. 2.25 - —
l.c.l., works..100 lbs. 2.65 - —
Bisulphite, powd., bbls., c.l., works, 100 lbs. 3.50 - —
l.c.l., works..100 lbs. 4.00 - —
solut, 35°, bbls., c.l., works..100 lbs. 1.10 - —
l.c.l., works..100 lbs. 1.50 - —
Borate (see Borax).
Bromide, USP, bbls., kgs., works, lb. .33 - .34
Cacodylate, bots., dms..lb. 9.00 -12.00
Carbonate (see Soda ash, Soda sal, Sodium monohydrate).
Chlorate, cryst., dms., c.l., works..lb. .07¼- —
l.c.l., works..lb. .07½- .08
powd., kgs., works..lb. .08¾- —
Chloride (see Salt).
Chlorite, tech., dms., works..lb. .75 - —
Chromate, bbls., dms., c.l., works..lb. .10¾- —
l.c.l., works..lb. .10¾- .11
Citrate, USP VIII, bbls..lb. .20 - —
dms..lb. .21 - .25
USP XIII, gran., bbls..lb. .26 - —
dms..lb. .27 - .31
Sodium citrate, USP XIII, powd., prices ½c. higher.
Cyanide, 96-98%, dms..lb. .14½- .15
bbls., c.l., works..100 lbs. 1.70 - —
Dicetate, 33-35% acidity, bbls., works..lb. .10½- .11½
anhydrous, dms., works..lb. .11½- .13
Fluoride, white, 90%, bbls., c.l., works..lb. .09¾- —
l.c.l., works..lb. .10 - —
95%, bbls., c.l., works..lb. .10 - —
l.c.l., works..lb. .10¼- —
Formate, bgs., c.l., works..100 lbs. 6.55 - —
l.c.l..100 lbs. 6.80 - 8.15
Glutamate, monobasic, kgs..lb. 1.55 - 1.60
Glycerophosphate, NF, flake, bbls. lb. 1.65 - 1.80
powder, bbls..lb. 1.70 - 1.85
solution, 75%, cbys..lb. 1.00 - 1.10
50%, cbys..lb. .82 - —
Hydrosulphide (see Sodium sulphydrate).
Sodium hydrosulphite, dms., c.l., frt. alld..lb. .18½- .19
l.c.l., frt. alld..lb. .19 - .20
Hydroxide, tech. (see Soda, caustic).
Hypophosphite, NF, cns..lb. .62 - .70
Hyposulphite, tech., cryst., bgs., c.l., works, frt. equald..100 lbs. 2.75 - —
l.c.l., same basis..100 lbs. 3.15 - —
pea cryst., bgs., works, frt. equald..100 lbs. 4.30 - 5.25
Soda, hyposulphite, crystals, in bbls., 40c. higher; pea crystals, dms., 50c. higher.
USP (see Sodium thiosulphate).
Iodide, USP, dms, jars..lb. 2.72 - 2.83
Mandelate, dms..lb 3.25 - 3.35
Metaborate, gran., bgs., c.l., works, ton.90.50 - —
l.c.l., works..ton.108.00 -113.00
Sodium metaborate in bbls., $20 per ton higher
Metanilate, bgs..lb .48 - —
Metasilicate, anhyd., bbls., c.l., works, 100 lbs. 4.00 - —
gran., bgs., c.l., works..100 lbs. 3.25 - —
l.c.l..100 lbs. 4.35 - 4.60
bbls., c.l., works..100 lbs. 3.65 - —
l.c.l..100 lbs. 4.75 - 5.00
Molybdate, anhyd., works..lb. .50 - —
Monobydrate, bgs., c.l., works, 100 lbs. 2.00 - —
l.c.l., works..100 lbs. 2.45 - —
Naphthionate, bbls..lb. .60 - —
Nitrate, crude, dms., bgs., c.l., works, ton.40.50 - —
bulk, c.l., works..ton.37.00 - —
imp., 100-lb. bgs., c.l., Atl. Gulf, Pac. whse..ton.48.00 - —
bulk, c.l., same basis..ton.44.50 - —
Sodium nitrite, 90%, bbls., c.l., works, frt. equald..lb. .06¾- —
West coast ports..100 lbs. 8.00 - 8.05
l.c.l., dlvd..100 lbs. 8.90 -11.00
Orthosilicate, anhyd., dms., c.l., works..100 lbs. 5.25 - —
l.c.l., same basis..100 lbs. 5.55 - 7.1
hydrated, flake, bbls.,c.l., works, 100 lbs. 4.25 - —
l.c.l., works..100 lbs. 5.50 - 5.75
Oxalate, neut., bgs., works..lb. .09 - .10
Pentachlorophenate, briquets, bgs., works, frt. equald..lb. .17 - .19
powd., bgs., c.l., same basis..lb. .16 - .16¼
l.c.l., same basis..lb. .17 - —
kgs., l.c.l., works, frt. equald..lb. .19 - —
Perborate, USP, tech., bbls., c.l., works..lb. .17¾- —
l.c.l., works..lb. .18¼- —
Peroxide, dms., c.l., dlvd. E. of Miss. lb. .14 - —
smaller lots, same basis..lb. .17 - —
Phosphate, dibasic, anhyd., bgs., c.l., works..100 lbs. 6.50 - 7.80
l.c.l., works..100 lbs. 7.25 - 8.20
cryst., bgs., c.l., works..100 lbs. 3.50 - —
l.c.l., works..100 lbs. 3.75 - 3.90
NF, dried, powd., dms., works..lb. .16 - .16¼
monobasic, anhyd., bgs., c.l., works, 100 lbs. 7.50 - 8.25
l.c.l., works..100 lbs. 8.00 - 9.00
tribasic, anhyd., bgs., c.l., works, frt. equald..100 lbs. 9.00 - —
l.c.l., same basis..100 lbs. 9.50 - —
cryst., bgs., c.l., works, frt. equald..100 lbs. 3.45 - —
l.c.l., same basis..100 lbs. 3.95 - —
kgs., c.l., same basis..100 lbs. 4.25 - —
l.c.l., same basis..100 lbs. 4.45 - —
Sodium phosphates in bbls., 40c. higher than bgs.
USP (see Sodium phosphate, dibasic).
Phosphoaluminate, bgs., c.l., works 100 lbs. 7.00 - —
l.c.l., works..100 lbs. 7.50 - 8.00
Prussiate, yellow, bgs..lb. .12 - —
bbls..lb. .12¼- —
Pyrophosphate, acid, bgs., c.l., works, frt. equald..100 lbs. 11.25 -13.00
l.c.l., same basis..100 lbs. 11.75 -13.50
ferric, dms., 10,000 lbs., works. lb. .22 - —
smaller lots works..lb. .22½- —
tetrabasic, anhyd., bgs., c.l., works, frt. equald..100 lbs. 6.50 - 6.65
l.c.l..100 lbs. 7.00 - 7.15
Ricinoleate, tech., bbls..lb. No stocks
Salicylate, dms..lb. .57 - .60
Sesquicarbonate, bgs., c.l., works... 100 lbs. 1.85 - —
bbls., c.l., works..100 lbs. 2.25 - —
l.c.l., dlvd. zone 1..100 lbs. 3.35 - —
zone 2..100 lbs. 3.50 - —
zone 3..100 lbs. 3.75 - —
zone 4..100 lbs. 4.15 - —
Sodium sesquicarbonate l.c.l. price zones are same as those for soda ash
Sesquisilicate, bbls., c.l., works..... 100 lbs. 4.15 - —
l.c.l., dlvd. ..100 lbs. 5.40 - 5.65
Sodium silicate, 40°, turbid, dms., c.l., works..100 lbs. 1.00 - —
l.c.l., works ..100 lbs. 1.25 - 1.35
tanks, works..ton.15.00 - —
52°, turbid, dms., c.l., works..... 100 lbs. 1.65 - —
l.c.l., works ..100 lbs. 1.90 - 2.00
tanks, works ..ton.29.00 - —
Silicofluoride, bbls., c.l., works....lb. .05 - —
l.c.l., works..lb. .05½- .06
Stannate, dms., works, frt. alld, E..lb. .527 - .592
Stearate, bbls., works..lb. .19 - .24
Sulphate, NF VIII, dried, powd., bbls. lb. .16 - .16½
tech., anhyd., bgs., c.l., works. 100 lbs. 2.10 - —
l.c.l., works..100 lbs. 2.35 - 2.60
cryst. (see Glauber's salt).
USP, cryst., gran., bbls..lb. .15 - .15½
Sulphanilate, bbls., works..lb. .21¾- —
Sulphide, cryst., bbls., c.l., works. 100 lbs. 3.75 - —
l.c.l., dlvd..100 lbs. 4.15 - —
flake, bbls., c.l., works..100 lbs. 4.50 - 5.50
l.c.l., works..100 lbs. 5.00 - 5.75
lump, bbls., c.l., works..100 lbs. 4.00 - 5.50
l.c.l., dlvd..100 lbs. 4.50 - 5.75
Sulphite, anhyd., tech., powd., bbls., c.l., frt. equald..100 lbs. 2.50 - 2.75
l.c.l., same basis..100 lbs. 3.25 - 3.75
crystals, bgs., c.l., works..100 lbs. 2.60 - —
l.c.l., works..100 lbs. 3.00 - —
bbls., c.l., works..100 lbs. 3.00 - —
l.c.l., works..100 lbs. 3.40 - —
powd., bbls., c.l., works..100 lbs. 5.25 - —
l.c.l., works..100 lbs. 5.50 - 6.00
Sulphocarbolate, USP, IX, gran., bbls., dms..lb. .33 - .34
powd., bbls..lb. .36 - .37
Sulphocyanide, CP, dms..lb. .55 - .65
tech., dms., works..lb. .30 - —
Sulphoricinoleate, bbls..lb. .12 - —
Sulphydrate, flake, 70-72%, dms., c.l., lb. .05 - —
liquid, 45%, tanks, works..lb. .04½- —
Thiocyanate (see Sodium sulphocyanide).
Titanate, ctns., c.l., works..lb. .10 - —
5 tons, works..lb. .10¼- —
2,000 lbs. and less, works..lb. .10½- .13½
Tripolyphosphate, bgs., c.l., works, frt. equald..lb. .07¼- —
l.c.l..lb. .07¾- —
Thiosulphate, tech. (see Sodium hyposulphite).
USP, cryst., bbls..lb. .10 - 12
Tungstate, tech., bgs..lb. 1.40 - 1.45
Sodium-ammonium phosphate, bbls., works, frt. equald..lb. .23 - —
Sodium-carboxymethylcellulose, high vis., ctns., 2,000 lbs., works frt. alld..lb. .66 - —
smaller quantities, same basis..lb. .70 - —
Sodium-carboxymethyl cellulose, low and med. vis., ctns., 2,000 lbs. same basis..lb. .62 - —
smaller quantities, same basis..lb. .66 - —
Sodium-cinchophen, bots., dms., works. lb. 5.00 - 5.10
Sodium-formaldehyde sulfoxylate, dlvd., dms..lb. .22 - .26
Sodium-sulpha drugs (see Sulpha name).
Solvent naphtha, coaltar, dms., works, gal. .27 - .30
high-flash, dms., works..gal. .27 - .30
Petroleum, 100° F. flash, tanks, Baytown, Tex..gal. .27 - —
150°F. flash, tanks, same basis, gal. .27 - —
Sorbitol, com'l, dms, c.l., works..lb. 25½- —
l.c.l., works..lb. .26 - —
crystalline, dms., works..lb. .50 - —
solution, aqueous, dms., c.l., works., lb. .1855- —
ton lots, works..lb. .196 - —
Soybean protein, chemically isolated, 40,000 lbs., works..lb. .26½- —
20,000 lbs., works..lb. .26¾- —
smaller lots, works..lb. .27 - .30½
mechanically refined, bgs., 40,000 lbs., works..lb. .061 - —
20,000 lbs., works..lb. .063 - —
smaller lots, works..lb. .065 - —
Spearmint leaves, bls..lb. .48 - .49
Spikenard root, bls..lb. .45 - .46
Spruce extract, liq., reg., tanks, works. lb. 01¾- —
powd., super, bgs., c.l., works..lb. .05¼- —
Squaw vine, leaves, bls..lb. .45 - .50
Squill, red, fortified, powd., bbls., boxs. lb. 1.60 - —
White, bls..lb. .08 - .10
powd., bbls., bxs..lb. .14 - .18
St. Ignatius beans, bgs..lb. No stocks.
St. John's bread, edible, bls..lb. .12 - .18
Starch, corn, pearl, paper bgs., c.l. 100 lbs. 7.01 - —
Chicago..100 lbs. 6.42 - —
l.c.l..100 lbs. 7.16 - —
powd., paper bgs., c.l..100 lbs. 7.12 - —
Chicago..100 lbs. 6.53 - —
l.c.l..100 lbs. 7.27 - —
Prices for corn starch in cotton bags, 17c. higher.
Potato, dom., bgs., c.l..lb. .08½- —
l.c.l..lb. .09½- .09¾
Imported, bgs., c.l..lb. .09 - —
Rice, bgs., c.l..lb. No stocks.
Sweetpotato, bgs., c.l..lb. No stocks
Wheat, bgs..lb. .0705- .0750
Stavesacre seed, bgs..lb. .60 - .61
Stearin, oleo (see Oleostearin).
Stillingia root, bls..lb. .33 - .35
Stoneroot, bls..lb. 07½- .08
Storax, USP, cs..lb. 1.50 - 1.60
Stramonium leaves, bgs..lb .19 - .20
Seed, bgs..lb .20 - .21
Streptomycin, hospitals..gram. 2.20 - —
wholesalers..gram 1.76 - —
Strontium bromide, NF, cns., dms. cs. .62 - .75
Carbonate, 90%, bbls..lb. .14 - .16
98%, bbls..lb. .23 - .25
Chloride, tech., bbls..lb. .22 - 24
Chromate, bbls., kgs., Phila..lb. 45 - —
Iodide, jars, 25 lbs..lb. 3.20 - 3.26
Lactate, dms..lb. 1.30 - 1.35
Nitrate, bbls., c.l., works..lb. 07¾- —
l.c.l., works..lb. 08¼- 08¾
Oxalate, bbls., works..lb. .38 - .40
Salicylate, NF, dms..lb 1.25 - 1.32
Sulphate, air-floated, 90% 325 mesh, bbls., works..ton.58.00 - —
Strontium-calcium sulphide, phosphorescent dms., works..lb. 2.50 - 2.65
Strophanthin, bots..oz.30.00 -50.00
Strophanthus seed, Kombe, bgs..lb. 2.50 Nom.
Strychnine, NF, powd., cns., 100 ozs. oz. 1.25 - —
Sulphate, USP, powd., cns., 100 ozs. oz. 1.00 - —
Styrene, monomer, tanks, works..lb. .15 - —
Styrolyl acetate, bots..lb. 2.50 - 3.10
Sucrose octa-acetate, denat., bbls., l.c.l., works..lb. .55 - —
tech., bbls., l.c.l., works..lb. .50 - —
Sugar coloring (see Caramel coloring)
Sugar of milk (see Milk sugar)
Sulphabenzamide, dms., works..lb. 4.00 - —
Sulphadiazin - sodium, USP, dms., works..lb.10.50 - —
Sulphaguanidin, USP, dms., works, lb. 4.50 - 4.60
Sulphamerazin, USP, dms., works, lb. 9.00 - —
Sulphamazerin - sodium, USP, dms., works..lb.10.50 - —
Sulphanilamide, USP, powd., bots., works..lb. 1.05 - 1.10
Sulphanilamide, 30-60 mesh, 10c. higher.
Sulphapyridin, NF, powd., bots., tins, works..lb. 7.00 - 7.30
Sulphapyridin - sodium, powd., bots., dms., works..lb. 7.50 - 7.80
Sulphathiazole, USP, powd., dms., works..lb. 3.00 - 3.15
Sulphathiazole - sodium, USP, dms., works..lb. 3.00 - 3.15
Sulphonethylmethane, NF, kgs..lb. 6.75 - 6.85
Sulphonmethane, NF, kgs..lb. 5.25 - 5.35
Sulphur, crude, c.l., bulk, mines, contract..long ton.18.00 - —
vessel, f.o.b. Gulf ports, export... long ton.22.00 - —
flour, comm'l, 99½%, bgs., c.l., works..100 lbs. 1.90 - —
l.c.l., works..100 lbs. 2.50 - 2.85
precipitated, USP, bbls., kgs..lb. .18 - .30
refined, flour, light refined, USP, bgs., c.l., works..100 lbs. 3.70 - —
l.c.l., works..100 lbs. 4.05 - 6.10
heavy, bgs., c.l., works..100 lbs. 3.50 - —
l.c.l., works..100 lbs. 3.85 - 5.90
flowers, USP, bgs., c.l..100 lbs. 3.95 - —
l.c.l., works..100 lbs. 4.30 - 6.35
Refined sulphur flowers in bbls., 75c. higher.
rock, bgs., c.l., works..100 lbs. 2.15 - 2.75
l.c.l., works..100 lbs. 2.75 - 3.50
roll, bgs., c.l., works..100 lbs. 3.40 - —
l.c.l., works..100 lbs. 3.75 - 5.80
rubbermakers', bgs., c.l., works, 100 lbs. 1.50 - 2.00
Sulphur chloride, 55-gal. dms., c.l., works..lb. .03¼- —
l.c.l., works..lb. .04¼- —
10-gal. dms., c.l., works..lb. .07¼- —
l.c.l., works..lb. .08¼- —
Dioxide, liquid, com'l, cyls., works. lb. .09 - —
multi-unit cars, works..lb. .0635- —
tanks, works..lb. .045 - .0535
refrigeration, cyls., l.c.l., works. lb. .16 - —
Iodide, bots., jars..lb. 3.90 - 4.11
Sumac bark, 28%, grd., bgs., ex dock. ton.85.00 - —
Extract, No. 1, bbls..lb. .10½- —
No. 2, bbls..lb. .09 - —
crystals, bbls..lb. .40 - —
stainless, bbls..lb .14½- —
Leaves 30%, bgs., ex dock..ton.88.00 - —
Superphosphate run-of-pile, under 22% a.p.a, bulv., bulk, Balto..unit-ton. .76 - —
Florida..unit-ton. .56 - .59
other points..unit-ton. .57 - .59
Delivery points, Ariz., Calif., Colo., Ida., Kans., Nev., N. M., Ore., Utah, Wash., 88½c. per unit-ton plus frt. charges from Anaconda, Mont., in excess of $18.03 per ton; guaranteed 18, 19 or 20% a.p.a., ½c. per unit-ton higher.
triple, 48% or more, a.p.a., pulv., bulk..unit-ton. .71 - —
South Carolina..unit-ton. .75 - —
Tennessee..unit-ton. .80 - —
Prices on 48% triple superphosphate in other states and D.C., 71c. per unit-ton plus frt. charges from E. Tampa, Fla. Superphosphate, gran., 2c. per unit-ton higher than pulverized.
Sweet basil, bls..lb. 1.10 - 1.25

T

Talc, dom., ordinary, grd., bgs., c.l., New York works..ton.21.00 - —
l.c.l., works..ton.22.50 -24.50
Calif., bgs., c.l., works..ton.22.00 -30.00
Vermont, bgs., c.l., works..ton 14.00 - —
l.c.l., works..ton.17.50 - —
Talc, dom., fibrous, New York, off-color, ground, bgs., c.l., works, ton.24.00 - —
l.c.l..ton.26.50 -28.00
88.95-99.95%, grd., bgs., c.l., works..ton.21.00 - —
l.c.l., works..ton.24.50 - —
98-99.5%, grd., bgs., c.l., works, ton.23.00 -28.00
l.c.l., works..ton.27.00 -32.00
imp., Canada, grd., bgs., c.l..ton.35.00 -45.00
Tallow, inedible, extra, loose..lb. .12¾- .14¾
fancy, loose..lb. .13 - .15
special, loose..lb. .12½- .14½
sulphonated, 25%, dms..lb. .08½- .09
50%, dms..lb. .12½- .13
Tamarinds, bbls..lb. .10 - .12
Tankage, animal, feeding, 9-11% ammon., bulk..unit-ton. 6.00 - —
Chicago..unit-ton. 6.00 - —
fertilizer, 9% ammon., 10% b.p.l., Chicago..unit-ton. No stocks
10-11% ammon., 15% b.p.l., bulk bulk..unit-ton. No stocks.
Tansy leaves, bls..lb. .15 - .16
Tapioca flour, high grade, bgs..lb. 10¼- .10½
medium grades, bgs..lb. .09¼- .09½
Java, bgs..lb. No stocks.
Tar acid oil, 15-18%, ref. dms., c.l., works..gal .53 - —
l.c.l., works..gal. .56 - —
tanks, works..gal. .47 - —
25-28%, dms., c.l., works..gal. .66 - —
l.c.l., works..gal. .69 - —
tanks, works..gal. .60 - —
Tar, coal (see Coaltar).
Pine (see Pinetar)
Tara pods, bgs., c.l., ex dock U. S. ports..long ton. No prices
powd., bgs., c.l., same basis..long ton.225.00 Nom.
Tarragon herb, bgs..lb. .23½- .24
Leaves, bgs..lb. 1.10 - 1.25
Tartar emetic, tech., gran., or powd., bbls., kgs..lb. .41 - —
dms..lb. .41½- .44
USP, powd., bbls., dms., kgs..lb. .45 - .48
Terpin hydrate, com'l, bbls., c.l...lb. .24½- —
l.c.l..lb. .25 - .25¼
USP, cryst., bbls., dms..lb. .95 - .97
powd., bbls., dms..lb. 1.00 - 1.02
Terpineol, Alpha (see A).
com'l, dms., c.l., South..lb. .13½- —
l.c.l., South..lb. 14 - —
tanks, South..lb. 13 - —
prime, dms..lb. .97 - .82
extra, dms..lb. .77 - .97
Terpinglycol ether, dms., c.l., works. lb. 19½- —
l.c.l., works..lb. .20 - —
tanks, works..lb. .19 - —
Terpinyl acetate, extra, cns., dms..lb. prime, cns., dms..lb. .65 - 1.10 .61 - 1.00
Terra alba (see Gypsum)
Tetrachloroethane, dms, works..lb. .08 - .08¼
Tetrachloroethylene, USP, 55 gal dms., works..lb. .20 - .21½
smaller dms., works..lb. .23½- 25
tech. (see Perchloroethylene).
Tetraethyl orthosilicate, dms., works. lb. .65 - —
Tetraethylenepentamine, tanks works. lb. .50 - —
Tetraethyl pyrophosphate, dms c.l., works..lb. .80 - —
l.c.l., works..lb. .90 - 1.25
Tetrapotassium phosphate (see Potassium phosphate).
Tetrasodium pyrophosphate (see Sodium pyrophosphate).
Thallium sulphate, 99%, bots., dlvd..lb.15.00 -17.60
Theobromine, bots., kgs..lb. 6.00 - 6.25
Thiamine hydrochloride, dms., 100 grams..kilo.160.00 - —
Thiocarbanilide, dms..lb. .24 - .26
Thiodiphenylamine (see Phenothiazine).
Thiouracil, dms., works..lb. 5.50 - 5.60
Thiourea, tech., dms., works..lb. .40 - —
Thorium nitrate, cs., works..lb. 3.50 - —
Thyme, French, bgs..lb. .25 - .26
futures, bgs..lb. .19 - .20
Spanish, bls..lb. .11 - .11½
Thymol, USP, kgs..lb. 3.65 - 3.75
Iodide, NF, dms..lb. 3.55 - 4.25
Timbo root (see Cube root).
Tin chloride (stannic), anhyd., dms. lb. .80 - .90
Crystals, bgs., bbls., works..lb. .67 - —
Metal, Bolivian..lb. .91 Nom.
Straits..lb. .94 - —
Oxide, bbls..lb. .92 - .94
Tetrachloride, anhyd., dms., works, lb. .54½- .55
Titanium dioxide, anatase, chalk-resistant, bgs., c.l., dlvd..lb. .17½- —
l.c.l., dlvd..lb. .18 - .18½
plain, bgs., c.l., dlvd..lb. .17½- —
l.c.l., dlvd..lb. .18 - .18½
rutile, natural, granular, bgs., c.l., works..lb. .06¼- —
l.c.l., works..lb. .06½- —
milled, bgs., c.l., works..lb. .06½- —
l.c.l., works..lb. .06¾- —
nonchalking, bgs., c.l., dlvd. E. lb. .19½- —
l.c.l., dlvd. E..lb. .20 - 20½
Hydride, cns., works..lb. 7.00 - 8.00
Pigment, barium base, bgs., c.l., dlvd..lb. .07½- —
l.c.l., dlvd..lb. .08 - —
Calcium base, bgs., c.l., dlvd..lb. .06¾- —
l.c.l., dlvd..lb. .07¼- —
Calcium-rutile base, bgs., c.l., dlvd. lb. 06¾- —
l.c.l., dlvd..lb. .07¼- —
Magnesium base, bgs., c.l., dlvd..lb. No prices
l.c.l., dlvd..lb. No prices
Titanium dioxide and pigment in bbls., ¼c. higher; Pac. coast, c.l., dlvd., l.c.l., ex whse., ½c. higher.
Tetrachloride, CP, 55-gal. dms., lb. .54½- .55
smaller, pkgs., works..lb. .65 - 1.22
technical, 55-gal. dms., works..lb. .32 - —
smaller pkgs., works..lb. .40 - 1.00
Tolu balsam, cns..lb. 3.25 - 3.50
Toluene (see Toluol).
Tolidin base (see Orthotolidin).
Toluol (toluene), coaltar, 2° indust., ret. dms., works..gal. .35 - .37
tanks, E. of Omaha, frt. alld.gal. .28 - .30
W. of Minnequa, Colo., works. gal. .28 - .30
1° nitration, ret. dms., works. ..gal. .35 - .37
tanks, E. of Omaha, frt. alld.gal. .28 - .30
W. of Minnequa, Colo., works.. gal. .28 - .30
Prices on 2° toluol from petroleum, tanks, delivered (maximum freight allowances in parentheses) are:—Ark., 30c. (3¾c.); Chicago, 30c. (2¾c.); Del.-Md.-D. C., 30c. (2¾c.); Detroit, 30c. (1 8/10c.); La., 30c. (3¾c.); N. C. & E. Tenn., (3½c.); W. Tenn., 30c. (3¾c.), and W. Va. 30c. 30c. (5c.); N. E., 30c. (2½c.); N. J., 30c.; N. Y., 30c.; Pa., 30c. (2¾c.); S. C., 30c. (6c.); Va., 30c. (2¾c.).
Tonga, 50% bark and vine, bls..lb. .85 - .95
Tonka beans, Angostura, cks..lb 1.75 - 1.80
Brazilian, cs..lb. .85 - .90
Surinam, cs..lb. .85 - .90
Totaquine, USP, 100-oz. lots..oz. .52 - —
Triacetin, dms., works..lb. .40½- —
Tributyl citrate, dms..lb. .41 - .50
smaller pkgs..lb. .52 - .56
Phosphate, dms., l.c.l., frt. alld., E. of Rockies..lb. .66 - —
smaller pkgs..lb. .71 - —
Tributylamine, dms., c.l., works..lb. .78 - —
l.c.l., works..lb. 81 - —
tanks, same basis..lb. .07½- .09¼
Trichlorobenzene, dms., c.l., works, frt. alld. or equald..lb. .08½- .11
l.c.l., same basis..lb. .09½- .12
Trichloroethane, dms., c.l., works..lb. .15 - —
l.c.l., works..lb. .17 - —
Trichloroethylene, tanks, c.l., frt. alld., zone 1..lb. .09½- —
Zone 2..lb. .10 - —
Zone 3..lb. .10½- —
Zone 4..lb. 10½- —
Trichloroethylene dm., c.l. prices ½c. higher; l.c.l. 1¼c. higher. Zones are—(1) Conn., Del., Ill., Ind., Ia., Ky., Me., Md., Mass., Mich., Minn., Mo., N. J., N. H., N. Y., N. C., Ohio, Pa., R. I., Tenn., Vt., Va., W. Va., Wis., Omaha, K. C., Kan.; (2) Ala., Ark., Fla., Ga., Kan., La., Miss., Neb., N. D., Okla., S. C., S. D.; (3) Col., Mont., (E), N. M., Tex., Wyo.; (4) Ariz., Cal., Idaho, Mont. (W), Nev., Ore., Utah, Wash.
Tricresyl phosphate, coaltar, dms., c.l., frt. equald..lb. .37½- —
l.c.l., dlvd..lb. .38 - —
tanks, dlvd..lb. .36½- —
petroleum, dms., c.l., dlvd..lb. .38½- —
l.c.l., dlvd..lb. .39 - —
tanks, dlvd..lb. .37½- —
Triethanolamine, dms., c.l., frt. alld. E..lb. .21½- —
l.c.l., same basis..lb. .22½- —
smaller containers..lb. .23½- —
tanks, same basis..lb. .20 - —
Triethyl citrate, dms..lb. .34 - .42
smaller pkgs..lb. .45 - —
Phosphate, dms., works, c.l..lb. .38 - —
dms., l.c.l., same basis..lb. .39 - —
tanks, same basis..lb. .37 - —
Triethylamine, dms., c.l., works, basis 100%..lb. .34 - —
l.c.l., works, basis 100%..lb. .36 - —
tanks, works, basis 100%..lb. .30 - —
Triethyleneglycol, dms., c.l., frt. alld. E..lb. .18½- .19
l.c.l., same basis..lb. .19½- .21
tanks, same basis..lb. .17½- —
Triethylenetetramine, tanks, works..lb. .50 - —
Trimethylamine, anhydrous, cyl., works, basis 100%..lb .29½- 39½
25%-40%, dms., c.l., works, basis 100%..lb. .29 - —
l.c.l., works, basis 100%..lb. .29½- —
tanks, works, basis 100%..lb. .25 - —
Triphenyl phosphate, bbls., c.l., frt. equald..lb. .29 - —
l.c.l., frt. alld..lb. .30 - —
Triphenylguanidine, bbls., works..lb. .75 - —
Tripoli air-floated, bgs. c.l., works..lb. .0175- —
double-grd., c.l., works..lb. .016 - —
single-grd., bgs., c.l., works..lb .015 - —
Trisodium phosphate (see Sodium phosphate, tribasic).
Tuba root (see Cube root).
Tungsten metal, powd., 99.9%, dms., works..lb. 4.75 - —
Oxide, kgs., works..lb. 2.85 - —
Turmeric root, Alleppey, bls..lb. .27 - .28
Haitian, futures, bls..lb. .12 - 12½
Jamaica, futures, bls..lb. 15½- 16
Madras, bgs..lb. .23½- .24

Plant and Laboratories of the Cornwell Chemical Corporation conveniently located on the Delaware River, Cornwells Heights (just outside of Philadelphia).



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SULPHURIC ACID
66°—98%

NITRIC ACID
36° 38° 40° 42°

MIXED ACID
to order

ALUMINUM CHLORIDE SOLUTION
32°

ANHYDROUS GLAUBER'S SALT

MURIATIC ACID
18° 20° 22°

DINITRO-CHLOROBENZENE
—minimum setting point 46° Centigrade

Acids delivered in tankwagons, carboys (13 and 6½ gals.) and 750 lb. drums.

Dinitrochlorobenzene delivered in tankwagons, 55 gal. drums and carboys.

Anhydrous Glauber's Salt shipped in 200 lb. bags.

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Turpentine—Red, Cadmium

Turpentine, gum (see Naval Stores, Protective Coatings market).
Sulphate, ret. dms., East.....gal. .65 - —
tanks, East.....gal. .49 - —
Wood, dest.-dist., dms. incl., c.l., works, South..gal. .40 - .53
l.c.l., same basis.....gal. .41 - .55
N. Y. whse.....gal. .55 - —
steam-dist., dms. incl., c.l., works. gal. .58 - —
l.c.l., ex whse, NYC.....gal. .63 - .75
tanks, works.....gal. .35 - .50

U

Unicorn root, false (see Helonias root).
True (see Aletris root).
Uranium oxide, black, bgs.....lb. 2.35 - —
yellow, kgs.....lb. 1.65 - —
Urea, dom., 46% N, bgs., c.l., works. ton.75.00 - —
l.c.l., works.....ton.78.50 - —
fertilizer compound, 42% N, bulk, c.l., 30 tons, frt. alld. Kan., Neb., N. Dak., Okla., S. Dak., Tex., and east..ton.81.00 - —
40 tons, frt. alld. Colo., Mont., Wyo. and west..ton.90.00 - —
paper bgs., c.l., 30 tons, frt. alld. Kan., Neb., N. Dak., Okla., S. Dakota, Tex., and east..ton.85.00 - —
40 tons, frt. alld. Colo., Mont., Wyo. and west..ton.94.00 - —
Urea-ammonia liquor, A and B, N basis, Belle, W. Va.....ton.100.00 - —
C and D, same basis.....ton.98.50 - —
Uva ursi leaves, bls.....lb. 12 - .13

V

Valerian root, Belgian, NF, bls..lb. .35 - .37
Indian, bls.....lb. .30 - .32
Valonia beards, bgs., ex dock....ton.84.00 -85.00
Cups, bgs., ex dock.....ton.58.00 -60.00
Extract, powd., bgs., ex dock, duty extra..lb. .10½ Nom.
Vanadium pentoxide, CP, bgs., cns., works..lb. 7.00 - —
tech., dms., works.....lb. 1.20 - —
Vanilla beans, Bourbon, tins.....lb. 7.50 - 8.00
Mexican, cuts, tins.....lb. 6.25 - 6.75
whole, tins.....lb. 6.75 - 7.75
Tahiti, tins.....lb. 4.00 - 4.25
Vanillin, ex eugenol, tins, 25 lbs....lb. 4.50 - —
smaller lots.....lb. 4.55 - 4.65
ex guaiacol, tins, 25 lbs.....lb. 3.00 - —
smaller lots.....lb. 3.05 - 3.15
ex lignin, tins, 25-lb. lots.....lb. 3.00 - —
smaller lots, tins.....lb. 3.05 - 3.15
Vinyl acetate, 55-gal. dms., works..lb. .16½- .17½
5-gal. cns., works.....lb. .30 - —
tanks, works.....lb. .15 - —
Trichloride (see Trichloroethane).
Vinylpyridin, ret. dms., works....lb. 1.50 - —
Viosterol, bots., 100 billion USP units mill units .04 - —
1 billion USP units....mill units. .05 - —
100 million USP units..mill units. .07 - —
Vitamin A (see Oils, codliver, fishliver).
A concentrate, dms., works.... mill units. .36 - .40
B_1 (see Thiamine hydrochloride).
B_2 (see Riboflavin).
B complex, natural (see Rice bran and Yeast).
Vitamin B_6 (see Pyridoxin).
C (see Acid, ascorbic).
D (see Oils, codliver and fishliver, Calciferol, and Viosterol).
D_2 (See Calciferol).
E (see Alphatocopherol and Oil, wheatgerm).
G (see Riboflavin).
P-F (see Acid, nicotin, and Nicotinamide).
H (see Biotin).
Violet, methyl, toner (see M).
V.M.P. naphtha (see Petroleum naphtha).

W

Wahoo root bark, bls.....lb. 2.20 - 2.30
Tree bark, bls.....lb. .55 - .75
Wattle bark, fair average, or E. Afr., bgs., ex dock..ton.83.00 -85.00
merchantable, bgs., ex dock..ton.80.00 -81.00
extract, liquid, 35% tannin, bbls., works..lb. .08½- —
tanks, works.....lb. .08 - —
solid, E. Afr., 61% tannin, ex dock, duty extra..lb. .09¾- —
S. Afr., 62% tannin, ex dock, duty extra..lb. .09½- —
Wax, amorpnous (see Wax, micro crystalline).
Bayberry, bgs.....lb. .52 - .55
Bees, bleached, USP, white, bricks, cs..lb. .70 - .73
slabs, bgs.....lb. .69 - .71
crude, African, bgs.....lb. .58 - .59
Western henisphere, bgs.....lb. .58 - .59
refined, yellow, bricks, cs.....lb. .61 - .63
slabs, bgs.....lb. .60 - .62
Wax, candelilla, crude, bgs.....lb. .62 - .63
refined, bgs.....lb. .65 - .66
Powdered candelilla, 20 mesh, 5c. per lb. extra, 80 mesh, 5½c.; 100-200 mesh, 6c.
Carnauba, chalky, No. 3, bgs., ton lots..lb. .65 - .67
North Country, No. 2, ton lots..lb. .71 - .73
No. 3, bgs., ton lots.....lb. .67 - .69
refined, bgs., ton lots.....lb. .72 - .73
yellow, No. 1, bgs., ton lots.....lb. 1.08 - 1.12
No. 2.....lb. 1.06 - 1.10
Powdered carnauba price differentials same as powdered candelilla.
Ceresin, dom., 132°-136° m.p., bgs..lb. .16 - .16½
138°-140° m.p., bgs.....lb. .18 - .18½
158°-162° m.p., bgs.....lb. .22 - .23
Japan, bgs.....lb. .60 Nom.
Microcrystalline, 170°-175° m.p., ASTM, amber, cns, 30 tons yearly contract, group 3 works..lb. .16 - —
smaller lots, same basis...lb. .16 - .17½
170°-175° m.p., ASTM, black cns., 30 tons, same basis..lb. 14½- —
smaller lots, same basis...lb. 14½- .15½
white, cns., 30 tons, same basis. lb. .27 - —
smaller lots, same basis..lb. .27 - .29
190°-195° m.p., ASTM amber, cns., 30 tons, same basis..lb. .21 - —
smaller lots, same basis...lb. .21 - .23
190°-195° m.p., ASTM, black, cns., 30 tons, same basis. lb. 19½- —
smaller cns., same basis...lb. 19½- .20½
white, cns., 30 tons, same basis. lb. .34 - —
smaller lots, same basis...lb. .34 - .35
Montan, crude, bgs.....lb. .45 - .47
Ouricury, crude, bgs., ton lots.....lb. .67 - .69
refined, bgs., ton lots.....lb. .72 - .74
Ozokerite, fabricated, black, 180-190 m.p., bgs..lb. .36 - .38
182-183 m.p., bgs.....lb. .31 - .33
171-172 m.p., bgs.....lb. .27 - .29
white, 178-183 m.p., bgs.....lb. .33½- .34½
170-172 m.p., bgs.....lb. .28¾- .29¾
yellow, 180-190 m.p., bgs.....lb. .48 - .50
182-183 m.p., bgs.....lb. .43 - .45
178-183 m.p., bgs.....lb. .26½- .27½
170-172 m.p., bgs.....lb. .23¾- .39
Spermaceti, blocks, cs.....lb. .43 - .45
cake, cs.....lb. .44 - .46
White lead (see Lead, white).
White precipitate, powd., dms., 50 lbs lb. 2.00 - —
White pine bark, rossed, bls.....lb. .16 - .20
Whiting, limestone, dry-grd., 325 mesh, bgs., 40 tons, St. Louis, works ton.10.00 - —
40 tons, N. Y. whse.....ton.18.00 - —
smaller lots, St. Louis, works.ton.12.50 - —
wet-grd., air-floated, 99% 325 mesh, bgs., c.l.....ton.14.50 -27.50
99% 200 mesh, bgs., c.l....ton. No prices
99% 200 mesh, bgs., c.l....ton. No prices
water-floated, extra gilders, bgs., c.l..ton.14.50 - —
gilders, bgs., c.l.....ton. No prices
putty grade, bgs., c.l.....ton.13.00 - —
surface treated, bgs., c.l. Ohio works..ton.30.00 - —
Paris white, bgs., c.l.....ton.25.00 -31.00
l.c.l.....ton.25.00 -29.00
Precipitated, bgs., c.l.....ton.18.00 -20.00
l.c.l.....ton.22.00 -25.00
Wild cherry bark, thick, bls.....lb .06 - .07
thin, natural, bgs.....lb. .17 - .18
rossed green, bls.....lb .24 - .26
Wild indigo root, bls.....lb .30 - .31
Witch hazel leaves, bls.....lb .14 - .15
Witherite (see Barium carbonate, naturall).
Woodflour, 40 mesh, bulk, c.l., works, East..ton.32.00 - —
l.c.l., same basis.....ton.40.00 - —
60 mesh, bulk, c.l., same basis..ton.37.00 - —
l.c.l., same basis.....ton.45.00 - —
80-100 mesh, bulk, c.l., same basis.. ton.40.00 -45.00
l.c.l., same basis.....ton.50.00 -55.00
Woodflour in bgs. extra, returnable.
Woolfat (see Lanolin).
Wormseed, American, bgs.....lb .47 - .48
Levant, bgs.....lb. 4.25 - 4.30
Wormwood, bls.....lb .40 - .45

X

Xanthorrhiza root, bls.....lb. .28 - .30
Xylene (see Xylol).
Xylenol, 5°-7°, ret. dms., c.l., works, frt. equald..lb. 21¾- —
l.c.l., same basis.....lb. 22¼- —
tanks, same basis.....lb. .21 - —
45°, dms., l.c.l., frt. equald.....lb. .24 - —
fractions, ret. dms., c.l., same basis. gal. 1.65 - —
l.c.l., same basis.....gal. 1.69 - —
tanks, same basis.....gal. 1.60 - —
45-degree, dms., c.l.....lb. .24 - —
Xylidins, mixed, dms.....lb. .42¾- —
Xylol (xylene), coaltar, indust., ret. dms., works..gal. .37 - .38
tanks, E. of Omaha, frt. alld..gal. .28 - .30
W. of Minnequa, Colo., works. gal. .28 - .30
10°, ret. dms., works.....gal. .36 - .38
tanks, E. of Omaha, frt. alld..gal. .31 - .33
6°, ret. dms., works.....gal. .41 - .43
tanks, E. of Omaha, frt. alld. gal. .38 - .40
8°, ret. dms., works.....gal. .45 - .47
tanks, E. of Omaha, frt. alld..gal. .40 - .42

Prices on 3 to 10-degree xylol from petroleum, tanks, delivered (maximum freight allowances in parentheses) are:—Ark., 30c. (3¾c.); Chicago, 30c. (2¾c.); Del.-Md.-D. C., 30c. (2¾c.); Detroit, 30c. (1 3/10c.); La., 30c. (3¾c.); N. C. & E. Tenn., 30c. (5c.); N. E., 30c. (2¼c.); N. J., 30c.; N. Y., 30c.; Pa., 30c. (2¾c.); S. C., 30c. (6c.); Va., 30c. (3¼c.); W. Tenn., 30c. (3¾c.), and W. Va., 30c. (2¾c.).

Y

Yara yara, cryst., bots., cns.....lb. 2.25 - —
Yeast, brewer's dry, 50 B units, per gram, dms..lb. .55 - —
90 B units, per gram, dms....lb. .45 - —
200 B units, per gram, dms....lb. .50 - —
300 B units, per gram, dms....lb. .60 - —
Yellow, barium chromate, CP, bgs., l.c.l., dlvd. N. of Tenn. and N. C., E. of Miss., including Davenport, Minneapolis, Rock Island, St. Louis, St. Paul..lb. .32 - —

Barium chromate yellow price diffenentials in other States and city zones are those for chrome yellow below.

Benzidin, bbls., dlvd.....lb. 1.60 - —
Cadmium, CP, all shades, bbls., frt. alld. E. of Rockies..lb. 2.40 - —
Lithopone, all shades, bbls., frt. alld. E. of Rockies..lb. .85 - —
Cadmium yellows, Los Angeles and San Francisco, ex whse. 1c. per lb. higher.

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ABRIL 10 D S (M.P. 140°C)
ABRIL B P B (M.P. 170°C)

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ABRIL N
ABRIL B J
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Yellow, chrome, CP, bbls., divd. N. Tenn. and N. C., E. of Miss., including Davenport, Minneapolis, Rock Island, St. Louis, St. Paul, contracts..lb. .29½- —

Divd. Ala., Fla., Ga., La., (Shreveport), 1½c. higher; Miss., N. C., S. C., Tenn., Dallas, Tex., 1½c. higher; Ft. Worth, Tex., 1½c. higher; El Paso, Tex., 2c. higher; Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph, 1.6c. higher divd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita prices are equalized with Chicago

Hansa, bbls., same basis as chrome..lb. 1.00 - —
Primrose, bbls., same basis.....lb. 1.90 - —
Iron oxide, natural, bgs., c.l., works. lb. .01½- .02¾
l.c.l., works .....lb. .02¾- .03¾
French type, bgs., c.l.....lb. .04½- —
l.c.l. .....lb. .04¾- —
Peruvian type, bgs., c.l...ton. 27.00 -32.00
synth., bgs., c.l., works.....lb. .09 - —
l.c.l., works.....lb. .09½- —
Mercury oxide, bbls., 1,000 lbs....lb. 1.90 - —
smaller lots.....lb. 1.95 - —
Ocher, American, golden, bgs., works. lb. .01½- .02¾
Zinc, bbls., same basis as chrome..lb. .21 - —
Yellow dock root, bg.....lb. .25 - .27
Yellow xanthorrhiza (see Xanthorrhiza).
Yerba santa leaves, bls.....lb. .45 - .60
Yohimbine hydrochloride, vis.....oz. 3.25 - 4.00

Z

Zein, bgs., 1,000 lbs., works.....lb. .23 - —
smaller lots works.....lb. .30 - —
Zinc acetate, tech., bbls., dms.....lb. .20 - —
NF, dms. .....lb. .30 - .40
Arsenite, bgs., c.l., frt. alld. E. of Rockies..lb. No stocks
l.c.l., same basis .....lb. No stocks
Carbonate, tech., rubber makers', bbls., works. lb. .10¾- .11¾
USP, precip., powd., bbls.....lb. .35 - —
dms. .....lb. .40 - —
kgs. .....lb. .37 - —
Chloride, tech., fused, dms., c.l., works..100 lbs. 6.25 - —
l.c.l., works.....100 lbs. 6.65 - —
gran., bbls., c.l., works..100 lbs. 7.00 - —
l.c.l., works .....100 lbs. 7.40 - —
solution, 50%, dms., c.l., works.lb. .0365- —
l.c.l., works.....lb. .0425- —
tanks, works .....lb. .0309- —
USP, gran., dms.....lb. .20 - .21
jars .....lb. .33 - .34
Chromate (see Yellow, zinc).
Cyanide, kgs., works.....lb. .35 - .38
Diethyldithiocarbamate, dms., works. lb. 1.15 - —
Dust, bbls., c.l., divd.....lb. .1250- .1300
l.c.l., divd. .....lb. .1275- .1300
Fluoride, bbls., works.....lb. .18 - .19
Hydrosulphite, dms., works.....lb. .16 - —
Iodide, NF, jars.....lb. 4.65 - —
Laurate, bbls.....lb. .45 - .48
Linoleate, solid, 9½%, bbls.....lb. .51¾- —
Metal slabs, E. St. Louis.....lb. .12 - —
Naphthenate, liquid, 8% Zn, dms., divd..lb. .21¼- —
Oleate, bbls. .....lb. .42¾- —
Oxide, pigment, dom., acicular, bgs., c.l. ship't point, frt. alld..lb. .11 - —
l.c.l., works.....lb. .11¾- —
American process, com'l lead-free, bgs., c.l., ship't point, frt. alld..lb. .11 - —
l.c.l., works.....lb. .11¾- —
leaded, 5%, bgs., c.l., ship't point, frt. alld..lb. .11 - —
l.c.l., works.....lb. .11¾- —
35%, bgs., c.l., ship't point, frt. alld..lb. .12¾- —
l.c.l., works.....lb. .12¾- —
50%, bgs., c.l., ship't point, frt. alld..lb. .13¾- —
l.c.l., works.....lb. .13¾- —
French process, com'l, lead-free, bgs., c.l., ship't point, frt. alld..lb. .13¼- —
l.c.l., works.....lb. .13¾- —
green, seal, bgs., c.l., ship't point, frt. alld..lb. .12¾- —
l.c.l., works.....lb. .13 - —
red seal, bgs., c.l., ship't point, frt. alld..lb. .12¾- —
l.c.l., works.....lb. .12¾- —
white seal, bgs., c.l., ship't point, frt. alld..lb. .13¾- —
l.c.l., works.....lb. .13¾- —
USP, ctns., c.l., ship't point, frt. alld..lb. .14¾- —
l.c.l., same basis.....lb. .14¾- —

Zinc oxide Pac. coast prices ¾c. higher; bbls., prices ¼c. higher than bgs.

Resinate, fused, 9% Zn, powd., solution, 50%, dms., c.l., works.lb. .0365- —
Silicofluoride, bbls., works.....lb. .11 - —
Stearate, ctns., 2,000 lbs.....lb. .48 - —
smaller lots.....lb. .49 - —
Sulphate, cryst., 22% Zn, bgs., c.l., works, frt. alld...100 lbs. 4.15 - —
l.c.l., same basis.....100 lbs. 4.90 - —
flake, 25½% Zn., bgs., c.l., same
l.c.l., same basis.....100 lbs. 5.55 - —
powd., 36% Zn, bgs., c.l., same basis..100 lbs. 6.75 - —
l.c.l., same basis....100 lbs. 7.50 - —
Zinc sulphate in bbls., 40c. higher
Sulphide, pure, bgs., c.l., divd.....lb. .11½- —
l.c.l., works.....lb. .11¾- —
Barium pigment, bgs., c.l., divd. lb. .08 - —
l.c.l., works.....lb. .08¼- —
Calcium pigment, bgs., c.l., divd. lb. .08 - —
l.c.l., works.....lb. .08¼- —
Luminescent pigment, frt. alld..lb. 1.00 - 3.00
Magnesium pigment, bgs., c.l., divd lb. .08 - —
l.c.l., divd. .....lb. .08¼- —

Zinc sulphide and pigment, Pac. coast prices ¾c. higher; bbl. prices ¼c. higher than bgs.

Sulphocarbonate, NF, gran., bbls., dms..lb. .28 - .30
powd., bbls. .....lb. .31 - .32
Yellow (see Yellow, zinc).
Zinc-cadmium sulphide, fluorescent, ens., frt. alld..lb. 2.00 - 2.80
Zinc-formaldehyde sulphoxalate, basic, dms., works, frt. alld.lb. .17 - —
normal, dms., works, frt. alld.lb. .35 - —
Zinc-iron oxide pigment, bgs., c.l. divd..lb. .08½- —
Pac coast .....lb. .09¼- —
l.c.l. divd. E. of Rockies....lb. .09 - —
Pac. coast.....lb. .09¼- —
Zircon (see Zirconium silicate).

Zirconium acetate, solution, bbls., works..lb. .25½- —
basic carbonate, solution, bbls., works..lb. .30¼- —
Hydride, ens., works.....lb. 7.00 - —
Oxide, 88%, 92%, grd., bbls. or bgs., any quantity, works..lb. .25 - —
98½-99%, white, grd., bbls. or bgs., works..lb. 1.50 - —
lump, electric-fused, bgs., c.l., works..lb. .44 - —
5 tons, works.....lb. .44½- —
2,000 lbs. and less, works...lb. .45 - .48
milled, electric-fused, bgs., c.l., works..lb. .59 - —
5 tons, works.....lb. .59½- —
2,000 lbs. and less, works...lb. .60 - .63
Oxychlorides, cryst., ctns., 5 tons, works..lb. .29½- —
Silicate, granular, bgs., c.l., works.lb. .03¾- —
5 tons, works..... .....lb. .04 - —
2,000 lbs. and less, works....lb. .04¼- .04¾
milled, bgs., c.l., works.....lb. .04¾- —
5 tons, works.....lb. .05¼- —
2,000 lbs., works.....lb. .05¾- .06¾
refined, bgs., c.l., works.....lb. .11 - —
5 tons, works.....lb. .11¼- —
2,000 lbs. and less, works....lb. .12 - .16
Sulphate, basic, cake, ctns., c.l., works..lb. .37½- —
5 tons, works.....lb. .38 - —
2,000 lbs. and less, works..lb. .38½- .39

Synthetic Resins

The customary monthly listing of prices for synthetic resins and other branded paint materials was printed in the May 3 issue of OPD.

Synthetic Oil Methods In Germany Described

A critical evaluation of the German petroleum and synthetic oil industry is contained in the first of a new series of comprehensive British Intelligence Objectives Subcommittee overall reports, which has now been made available to American businessmen. The report is based on information obtained by American and British industrial intelligence specialists who investigated the German processes.

It contains technical details of processes, evaluation of machinery and apparatus, diagrams of equipment, and flow sheets and graphs. Economic data, raw materials requirements and production figures are included, and the report discusses the carbonization and gasification of coal, hydrogenation processes, the Fischer-Tropsch process, crude oil production, petroleum refining, lubricating oil, and testing and evaluation of products.

Printed copies of BIOS Overall Report Number One, "Report on the Petroleum and Synthetic Oil Industry of Germany", are available from the British Information Services, 30 Rockefeller Plaza, New York 20, N. Y., at $3 each.

Royal Dutch Shell Refinery Expansion in Holland Planned

The Bataafse Petroleum Maatschappij is planning a large scale expansion of the Royal Dutch Shell group's refinery at Pernis, the Netherlands. The expansion program, expected to bring the refinery's capacity to 3,000,000 tons of crude oil annually, is scheduled for completion by 1953.

Trade Briefs

Gulf Refining Company has presented emblems and certificates to forty-five employees of the Louisville, Ky., sales division who have been with the company ten to thirty years.

Tide Water Associated Oil Company has purchased a T-1 tanker from the Maritime Commission for service between its Bayonne, N. J., refinery and company-owned water terminal bulk stations along the North Atlantic coast, the Hudson River and Long Island Sound.

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SANTICIZER 160

Now available for immediate shipment in tank car lots, Santicizer 160 can be profitably used in a wide variety of processes. In addition to its value as a heat-stable plasticizer for vinyl sheetings, extrusions, tubings and floor tiles, Santicizer 160 has properties of interest to manufacturers of adhesives, nitrocellulose lacquers, printing inks and molding powders.

For detailed technical information, prices and samples of Santicizer 160, write, wire or phone MONSANTO CHEMICAL COMPANY, Plasticizers and Resins Department, 1700 South Second Street, St. Louis 4, Missouri (phone: Main 4000)... or get in touch with any District Sales Office. If more convenient, simply return the handy coupon.

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3. Imparts low burning rate, oil resistance, heat stability, light stability, abrasion resistance and permanence.

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District Sales Offices: New York (Plaza 9-8200), Philadelphia (Locust 4-0247), Chicago (Whitehall 6750), Boston (Liberty 2-6440), Detroit (Trinity 2-5728), Cleveland (Superior 3830), Cincinnati (Dunbar 1414), Charlotte (2-3454), Birmingham (7-0877), Houston (Capitol 6542), Akron (Hemlock 6191), Los Angeles (Michigan 6048), San Francisco (Yukon 6-6232), Seattle (Main 4203), Portland (Beacon 6740). In Canada: Monsanto (Canada) Limited, Montreal (Market 4236).

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Sick Benefits Legislated

New Jersey, under a recently enacted law, will become, January 1, 1949, the third State to extend its social security program to the compensating of employees who are unable to work because of illness or nonoccupational injury. This new form of unemployment insurance can be expected to become more and more popular, because it probably will soon be getting the active backing of those who advocate governmentally provided health insurance. The role of the medical practitioner is different, but his participation is no less essential to the successful operation of the sick-benefit system.

New Jersey's governor has characterized the new law as a recognition of "one of the outstanding social needs of our time." The need for a more general scheme of health insurance or medical care is no less. Supporters of the New Jersey plan, pointing to its differences from those of similar intent in Rhode Island and California, have claimed that it does not disproportionately burden payrolls; that it precludes wholesale abuse; and that it does not bind employers and employees strictly to its provisions. They see in it, therefore, the possibility of proving that a broadly beneficial social security program is practicable and unobjectionable.

In his endorsement of the sick-benefit scheme, the governor emphasized the point that the spread of State legislating of that type should make it "evident that this field neither permits nor requires legislation at the Federal level." That, of course, is a debatable point; just as is, also, the necessity of Federal governmental participation in the providing of adequate medical care. Some States, and lesser communities, just cannot provide such measure of social security as is possible in more extensively industrial communities. The experiences of prewar relief programs made that clear.

Health insurance will be a part of the social security programs of the country before long. In part it will be privately funded; in other part it must rest upon governmental support. There is something to be learned from the New Jersey sick-benefit plan toward a better concept of the improvement of medical care. So, the operations of that plan will be interestedly watched by several groups in the philosophical areas of social security.

Management's Big Problem

With strikes here and strikes there and rumors of strikes everywhere, business management faces its most severe test for survival. The period of whatever it was that lessened the disruption of employment relations by reason of employees' dissatisfaction has come to an end. Whatever laws there be, designed to keep employment relations stable and productive, their efficacy has become, at best, doubtful. There is a reason for this breakdown of what, for a time, looked like, at least, the framework of a stable employment structure. Management is faced with the problem of identifying that reason and getting rid of it.

To approach this problem, management must take on greater flexibility, especially in thinking, and a broader concept of responsibility. It must know where to look for advice fitted to the moral challenge of today, and it must know how to make use of that advice. Almost thirty years ago, an outstandingly informed and foreseeing industrial leader said that, if business did not accept its social responsibility and devote itself primarily to service, the community, small or large, would attempt to take over its functionings and to shape them to its own interest. That condition is much nearer today.

Several advisers of business management have told its groups in recent addresses that there is wisdom and necessity in developing a group of executives who know something besides the business of their own departments; that systematic education and training must be developed at all levels in order that correlation and cooperation and collaboration may be applied to the ever-changing and increasingly complex demands on managerial functioning.

Because of the narrow specialization imposed by jurisdictional rules of labor unions, the development of competent foremen, superintendents, and other operative management personnel has been seriously handicapped for sometime. Because of fixed placement of salaried employees and insistence upon specialization, the need for broadly trained personnel in the successive ranks of administrative management has not always been properly met. Management, top as well as first-line supervisory, has not been developed as a team. Conditions now and then have made it necessary to turn to outside "specialists," "experts," "engineers," "advisers," and so on for the doing of jobs that belong to working management, often could well be done by it—if its capabilities were properly known. That, of course, has not been good for the "home team."

If business management does not speedily contrive to apply to the problems of today and tomorrow something better suited to the job than policies and practices of day before yesterday, some other change to meet those problems will be forced upon it.

Nationalizing Agriculture

President Truman has called upon Congress for a long-range program of agricultural subsidization. This would rest upon four major purposes:— (1) Permanent support for prices of farm products; (2) expansion of soil-conservation programs; (3) expansion of programs for domestic and export marketing of farm products; (4) support for farm cooperatives, crop insurance, rural electrification, and other means for assisting the farmer. The scheme is tantamount to the nationalization of agriculture without national participation in the beneficent results thereof.

The agriculture committee of the senate beat out the President with a long-range farm bill, at least to the extent of price support. It likewise is not aimed at national benefaction, but would set the farmer apart in a specially favored producer group.

Such syndicalistic application of governmental functioning in the realms of political economy commercially aimed is nothing new in this country. It is but a shift of scene, an extension of the idea of tariff protection against foreign competition—the question of efficiency being aside from the mark—to the paying of subsidies and the buying up, or off, of production as a safeguard against the hazards of incompetence. It is not to be wondered that union leaders want laws which will assure labor also the "organized, sustained, realistic abundance" designed for agriculture.

Washington Talks It Over

—*Continued from page 5*

ous requirements, but no single film combines all the qualities needed.

The big, deep-red Bing cherries come to Eastern markets and reach consumers from a week to two weeks after picking. First-quality fruit sells at a good enough price to warrant expense in preventing decay and protecting flavor and quality. They have been shipping the cherries in dry ice, but experts think that an even more desirable method of shipping can be devised.

Cherries, like other fruits, respire (breathe). They use oxygen and give off carbon dioxide. Why not pack the cherries in gastight packages and make use of this natural supply of the gas? But, tests showed that the cherries in a really gastight plastic bag used up all the oxygen available and generated too much carbon dioxide and so got to market with an off flavor. All the principal types of plastic films now on the market have been tried, but not one quite filled the bill.

What is needed is a strong, transparent film that will allow considerable moisture to escape, and some (but not much) transfer of carbon dioxide and outside air. The ideal film would retain just the right proportion of carbon dioxide and moisture for a period of a week or ten days. The department would like the plastics industry to tackle the problem.

Wildlife Commission Urged

Representative Thor C. Tollefson of Washington wants to cut the Fish and Wildlife Service away from the Department of the Interior and set it up as an independent commission responsive to Congress rather than to the department. He has a bill (H. R. 6577) on the subject, that is now before the house committee on merchant marine and fisheries for consideration.

He doesn't propose to add any new duties to the commission and would simply transfer those laws, regulations, and other functions now being exercised by the service over to the commission. But he feels that if it was set up as an independent agency it would have more prestige and, incidentally, would be more amenable to the will of Congress. The commission would be run by a five-man board representing commercial fishing interests, wildlife interests, and the public.

It isn't probable that the bill will get very far this session, but it is something to watch for next year, because it will most likely be introduced again next session.

Straw As a Paperstock

The Peoria research laboratory of the Department of Agriculture has developed a process for producing fine paper pulps from wheatstraw at lower chemical costs and in significantly higher yields than previously thought possible. When it is considered that 95,000,000 tons of wheatstraw was grown last year and that the straw burned and wasted would have been sufficient to produce 20,000,000 tons of cellulose pulp, this country's entire requirement, the implications of this work are apparent.

The fact that straw has not been used in this country for making fine papers is attributable to both economic and technological limitations. The cost of procuring clean straw has been a stumbling block in the past; but members of the strawboard industry and manufacturers of farm equipment are working on this problem, and real progress is resulting. The strawboard industry, chemical fungicide manufacturers, and the Peoria laboratory also are working to cut down fiber losses in storage of straw and improve its quality.

According to the department, the process developed at Peoria is now ready for mill-scale trials. A number of domestic paper companies have expressed some interest in the work, and the department stands ready to assist industry in any way to make use of the process and thus provide a new source of income to agriculture.

Tillable Soil Is Fundamental

Studies made by experts reveal a very depressing outlook on the capabilities of the world of feeding its growing population. Unless the food question is continuously attacked on an international scale, peace will continue to rest on a shaky foundation, for it's the empty stomach that mostly breeds wars.

The world population is now about 2,300,000,000. The most authoritative estimates indicate that in the next twenty-five years this figure will reach nearly 3,000,000,000. It is generally recognized that it takes 2½ acres to feed one person and only about 4,000,000,000 acres of tillable land are now available; so that, even now each person has less than 2 acres for his maintenance.

The United States is in the fortunate position of having about 3 3/10 acres of land per person, but this doesn't tell the whole story. We have been the most profligate people of all history in wasting our soil. We have destroyed already about one-fifth of our original arable land and one-third of the balance is seriously damaged. Bad soil practice with resulting erosion is now costing the United States 500,000 acres of good land each year.

It is largely because of these startling figures that so much effort is now being made in Congress to adopt a long-range farm program based on soil conservation.

NSRB Ambition Blocked

The National Security Resources Board has lost its bid for power. It is reported that President Truman has rejected a plan that it be designated a "peacetime War Production Board" and that it is to remain a policy-making, rather than an operating, agency of the government.

Mr. Truman had received from the board a seven-point program proposing that it be given sweeping powers on an if-and-when-needed basis to ration consumer goods, freeze prices and wages, control materials, and other wartime controls. Ferdinand Eberstadt, who was forced out of WPB by Donald Nelson, largely drew up the plan of NSRB.

In rejecting the proposal, the President, in effect, took the advice of the Department of Commerce and the Bureau of the Budget which strongly opposed the plan. They thought the NSRB program was too ambitious. Also, the fear was expressed that NSRB was dominated by the military. Mr. Truman's rejection of the plan should not be regarded as a change of mind on the need for inflation controls. The President still believes they are necessary.

2 ACIDS

Pfizer Citric Acid – At Chas. Pfizer & Co., Inc., citric acid has had a significant history. In 1923, after many years of intensive research, Pfizer first placed on the market citric acid prepared by a new natural process – a vegetative fermentation of sugar.

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Thirteenth Annual Convention

Toilet Goods Association

Waldorf-Astoria Hotel, New York, May 18-20, 1948

Mock Views Problems Faced by the Industry

Hugo Mock, counsel of the association, spoke on some of the problems of the industry, looking at them, as he said, "from a fresh point of view."

He reported there was complete harmony between the Food and Drug Administration and the toilet goods industry, and attributed this to the relations between the staff of that agency and the directors of the board of standards.

"One small point is again worth mentioning," he said. "Foreign suppliers of perfumes and cosmetics must not ship to the United States products colored with coaltar dyes not certified in Washington. Such coloring may indeed be harmless and insignificant in amount, but under the law such goods must be prohibited entry into the United States."

The arguments in favor of the repeal of the excise taxes as discriminatory he considered overwhelming, Mr. Mock declared, but he did not think Congressmen will do anything unless persuasion in the form of constituents is applied.

"Congress is neither for nor against this industry," Mr. Mock stated. "Congress is quite unwilling to hurt the average business but prefers to have it live with a minimum of profit."

Mr. Mock then presented a review of the various laws that affect the industry and pointed out the Feder l Trade Commission, in many cases, was blamed for things that really should be laid at the door of Congress.

"The parent of these laws 'is the Sherman act," he said, wherein "every contract combination in the form of trust or otherwise, or conspiracy in restraint of trade or commerce among the several states or with foreign nations is hereby declared to be illegal.'

"The Clayton act followed this in 1914, and practically at the same time the Federal Trade Commission was created, both to implement the Sherman act. The year 1936 witnessed the passage of the Robinson-Patman Anti-discrimination act and in 1938, the Wheeler-Lee amendment regulating advertising was added.

"The intent of all of these bills was praiseworthy for it is plain to see that if the Sherman act had been sufficient to stop all monopoly and unfair competition in commerce these successive acts would not have been necessary.

"What is the broad intent of all these laws which in a sense are all anti-monopoly legislation or legislation against unfair competition? Very largely their intent is to protect the small business man, the independent retailer or wholesaler against the operation of the giant trusts, giant chains and the giant corporations.

"Have these laws been successful? Certainly not, because it is clear that since the enactment of the Sherman Antitrust act in 1890 the big companies have grown bigger, consolidations have been numerous and the pressure on the small business man has increased rather than diminshed. Look at steel, tobacco, oil or railroads. The government wins most of its antitrust cases and in a few years the guilty corporations are much bigger than ever.

For Small Businessmen

"Theoretically, everybody is for the small businessman, for the small merchant, for the small enterprise and for the individual personality. It is better to have a community with 10,000 individual homes than ten large apartment houses. We would rather deal with the individual grocer than with the A & P and decentralization is undoubtedly one of the big problems of the future.

"It would perhaps present a prettier picture if we had 200 automobile manufacturers instead of six in this counttry, but if we had 200, you would probably be paying double what you are now paying for your automobiles. What has all this got to do with the toilet goods industry?

"All of these laws which I have mentioned are designed to protect the retailer or the wholesaler from discrimination by the manufacturer in favor of the bigger distributors, the theory being that if you could get a law which would stop such discrimination then the retail druggist and

—Continued on page 46

Pennock Heads New Slate of Officers

Charles A. Pennock, president of the Hudnut Sales Company, New York, was elected president of the association for the coming year. The organization also elected four vice-presidents. They are as follows:

Norman F. Dahl, Prince Matchabelli, Inc., New York; John A. Ewald, Avon-

Charles A. Pennock

Allied Products, Inc., New York; Davis Factor, Max Factor & Co., Hollywood, Calif., and H. J. Lehman, Wildroot Company, Buffalo, N. Y.

Joseph Keho, of Dorothy Gray Ltd., and Richard Stern, of Ferd Mulhens, Inc., both of New York, were elected, respectively, secretary and treasurer.

Elected as directors were A. C. Burgand, Carr-Lowrey Glass Company; Gerard J. Danco, of Gerard J. Danco, Inc.; Jean Despres, City, Inc.; Herbert H. Harris, Parfums Charbert; Ralph Lewis, Harriet Hubbard Ayer, Inc., and Martin Revlon, of Revlon Products Corporation, all New York, and Frank N. Langlois, Rexall Drug Company, Boston.

Shockley Describes Role Of Chain Variety Store

In 1946 the ten major chain variety organizations did about 18 percent of the $700,000,000 toilet goods business done in the United States, according to L. C. Shockley, toilet goods buyer for McCrory Stores Corporation.

In a description of the chain variety store, Mr. Shockley declared that most manufacturers already recognize and sell their lines through that type of store. But there are new suppliers, he said, and possibly now personnel among the old-line suppliers who may not have a clear conception of how the stores operate.

"Today," he said, "chain variety stores, for the most part, are scientifically located nearest the most customers. They have standardized accounting methods and ample funds, thus insuring prompt

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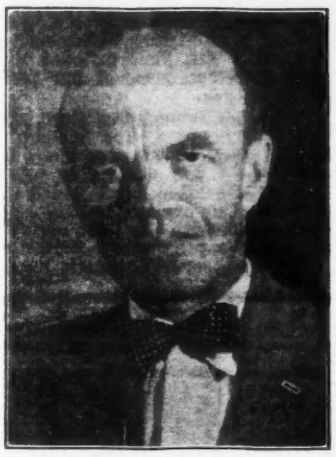
Mayham Says Congress Convinced Of Inequity of 20% Toileties Tax

Stephen L. Mayham, executive vice-president of the Toilet Goods Association, told the annual meeting that, regardless of the final outcome of the campaign against the 20 percent excise tax on toilet preparations, he felt justified in reporting that more was accomplished in convincing members of Congress of the inequity of the tax and the need for doing something about it than has ever been accomplished by any similar effort in the past.

"With few exceptions," he said, "every member of the house and senate is now convinced that cosmetics and toilet preparations are necessities, that the tax is discriminatory against women and especially the working woman, and all of them are committed to repeal of the tax at the earliest possible moment when the budget requirements of the government will permit it."

At the same time, Mr. Mayhem said, those seeking the repeal of the tax are faced with a situation which made the effort of this year more difficult from the standpoint of actual accomplishment than would have been the case a year ago.

"The budget for the regular expenditures of the government was reduced slightly below the preceding year but it



Stephen L. Mayham

was still an extremely heavy budget," he said. "Whether justified or not, government expenditures seem to be on a new high plane from which the best efforts of the administration and Congress have done little to move them.

Government Revenues High

"The revenues of the government last year were very high. This led to the belief that sharp cuts in income taxes, direct taxes on business and the excises could be made during the present session of Congress. The income tax bill was passed and carried with it a reduction of nearly $5,000,000,000. Here the complications of an extremely difficult international situation entered the budget.

"For European relief under the so-called Marshall plan there was need in the current fiscal year of more than $3,000,000,000. In spite of this the inter-

—Continued on page 48

Douglas Urges Delivery Of Quality Merchandise

The best way to serve the consumers is to concentrate on delivering to them quality merchandise, effective in accomplishing its purpose, simple enough in application to be readily salable by intelligent individuals, and readily available to consumers in all income brackets, Paul H. Douglas, of Bourjois, Inc., and retiring president of the association, declared.

"If any practice by any of us adds a seemingly undue burden that tends to preclude our desired accomplishment," he said, "that practice should be closely examined to determine whether it is in fact essential or merely part of an historic background, or the carry-over of an obsolete tradition in the industry."

Mr. Douglas stated that research is of tremendous importance. In fact, he said, it is the development of new products that have recently been marketed that is today providing the stimulus that has prevented a drastic decline in the over-all volume of the industry.

"Ours has always been an industry of opportunity," he said. "Today its rewards are just as available to creative genius coupled with hard work as they ever were.

Increase in Volume

"Still, we cannot afford to overlook one very important fact. We should be showing an over-all increase in volume. I base this on a larger number of consumers, better educated than ever in the use and merits of our products.

"Individual incomes are at an all-time high, and government expenditures are increasing. New and highly successful products have appeared on the market. Every basic factor favorable to our Industry exists today.

"But why do we not show the increase in volume which logically we should expect? I believe there are a number of contributing factors, no one of which could or should be held entirely responsible, but added together become very important. These can be summarized as follows:—

"Too much complacency on the part of the retailer, and reliance by him to an excessive degree on the manufacturer or distributor for promotional efforts; a feeling on the part of the manufacturer that the lush years would last forever, with resultant undue complacency; a relaxing in the battle for constantly improved standards in ingredients, in finishing, in

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Merrill Discusses Trends In Toilet Prepartions

Trends in toilet preparations were discussed by Dr. E. C. Merrill, assistant vice-president of the Rexall Drug Company, at the meeting of the scientific section. His paper covered some of the advances in toilet preparations created by new materials, such as numerous emulsifiers, cosmetic bases, higher alcohols, lanolin products, glycols, quarternary ammonium compounds and newer detergent bases such as the aryl alkyl sulphonates.

Dr. Merrill also discussed some of the broader trends in the field of packaging (tin, glass, paper, and so forth). He spoke of trends created by the habits of the consuming public, quoting excerpts of Crowell-Collier surveys entitled "Men's Toiletries in Collier's Market," and "Shaving Habits of Collier's Readers."

The paper concluded with reference to the program of research inaugurated by the Toilet Goods Association and its future policy with respect to the accumulation of broad technical information on this subject.

Cosmetic Lines Held Needing Simplification

There must be decisive, actual simplification of cosmetic lines or the outlook for the manufacturer in obtaining the merchant's dollar will definitely be bad, Max J. Knight, merchandise manager of cosmetics for Walgren Drug stores, told the Toilet Goods Association meeting.

"Earlier this year for example," he said, "a house toward which we have a very great sense of loyalty and one with a background of many years of mutually profitable business presented to us its spring-fashion brain wave. If we had accepted it, it would have meant stocking twenty-seven new items. Surely the manufacturer in this instance was not giving the merchant's problems a fair share of consideration; across the country we, like all other merchants, are trying to reduce inventories. This house is not exceptional.

"Let us consider the pinks of this spring, and the fashion tie-ins of this spring. Practically speaking when we think of 'pink' we are thinking of the next thing to a 'red.' If we had accepted all the pinks, we would most certainly have wound up in the red. We of the chain store group, with the best will in the world toward our friends, the manufacturers, simply do not have space for the type of operation that so many manufacturers still believe necessary to their business.

"Not only do we lack, even in our large stores, the physical space, but what is more important, and as important in the last analysis to you as to us, we cannot greatly enlarge lines profitably. The only solution is a mutual understanding of problems. I ask your patience while I touch lightly on some of our problems that affect you.

"The neighborhood drug store, as such, is definitely passe. The modern drug store of today consists of so many departments that I was discovering new ones many months after I had joined my organization. Our business in 1947 exceeded that of 1946, with our total beauty business being approximately $20,000,000.

"There are several cosmetic lines from which we purchased more than a half million dollars in goods at net figures. You must know these things to fully understand the outlet you are dealing with and the scope of their operation when working with the chain drug store.

"Frankly, I am baffled by the misinformation or lack of information that some manufacturers have concerning our type of operation. Perhaps we have failed the manufacturer in clarifying our position; certainly during the war years the only problem we had was to obtain enough merchandise. By the same token, during those years, we added many new customers that had not been accustomed to buying fine lines in the average drug store.

"In fact, we ourselves have been amazed at the progress made in some outlets—and it was interesting to me to note, earlier this year, in reviewing our sales, that in one not overly large midwestern city we had a cosmetic department where one of our sales ladies had taken in more than $96,000 during the year in her own book. And strange as it may seem to you, we are experiencing an increase in sales again this year, though not necessarily through the same channels as last year. The buying habits of the consumer are rapidly changing.

Study Buying Habits

"These changing buying habits, we believe, are worthy of study. We think there is significance in the fact that we are enjoying an increased business on all hair preparations, and that correctives are popular. We think there is significance in the fact that home permanent waves are important, but there seems to me even greater significance in the fact that in home permanent waves we now find the refill package far in excess of the complete package, as against last year's sales when it was just the reverse.

"There is significance in the cold truth that combination offers have been especially good volume numbers and there is certainly significance in the phenomenal success of two numbers that were launched by highly intelligent sampling campaigns, not by Fifth avenue tie-in.

"It seems only realistic this year to ac-

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Bacteriostasis Application To Toiletries Investigated

Dr. Arthur R. Cade, of the research laboratories of Givaudan-Delawanna, Inc., New York, presented a paper before the scientific section on bacteriostasis and its application to toilet goods products.

Although the term "bacteriostasis" was

Dr. Arthur R. Cade

very clearly defined in its original use in 1912. Dr. Cade declared, it has not been employed very extensively since then until very recently. During past decades, however, it appears much in the literature as a replacement for the word "antiseptic," he stated.

Dr. Cade said that its usage in this connection has at times been rather loose. Apparently, he said, this is due to that fact that many have used it strictly for replacement purposes and have not endeavored to follow the rules of clear definition so as to apply it in accordance with its true meaning.

As is familiar to many of you, Dr. Cade said, the Food and Drug Administration in its regulatory procedures maintain that, for certain purposes and uses, a product, in order to be labeled "antiseptic" must meet the test requirements of a germicide. Under other use conditions, however, he added, the FDA permits the use of the word "antiseptic" when the product which it described is expected to exert only bacteriostatic properties.

Growth Prevention Is Criterion

"Growth prevention," he said, "is the permissible criterion, be it due to killing or bacteriostasis. Thus, in some cases, an antiseptic substance just dill all of the organisms which it contacts; while at other times killing is not essential, and inhibiting the growth suffices as the regulatory requirement."

Dr. Cade continued that the situation, therefore, has created certain confusion in the minds of some who did not have the distinction between these three forms of biological activity clearly in mind. Some have stated, he said, that the FDA has taken it upon themselves to change the established definitions, and to have made up their own definitions to suit their specific needs or desires. This is really not the fact, however, he added.

"The scientific definition of 'antiseptic' still remains acknowledged as such," he said. "However, for one to make use of it in labeling, the FDA requires that the product so labeled must meet the full or broad definition under some circumstances; while for other applications or uses, complying with the narrower and more limited meaning is considered satisfactory."

Clarifying Terminologies

Dr. Cade said that the purpose of his paper was basically to help clarify terminologies so that the word "bacteriostasis" can be used more acurately, and more extensively in the future to denote a specific action.

As a brief definition of terms involved, he said a germicide kills; a bacteriostatic substance inhibits growth, and an antiseptic prevents growth, either by killing or by inhibiting.

Dr. Cade presented charts showing the correlations between the various growth curves representing respectively a theoretical bacteriostatic condition, a normal growth curve germicidal action, an intermediary situation, and a stimulation curve.

From a practical standpoint when

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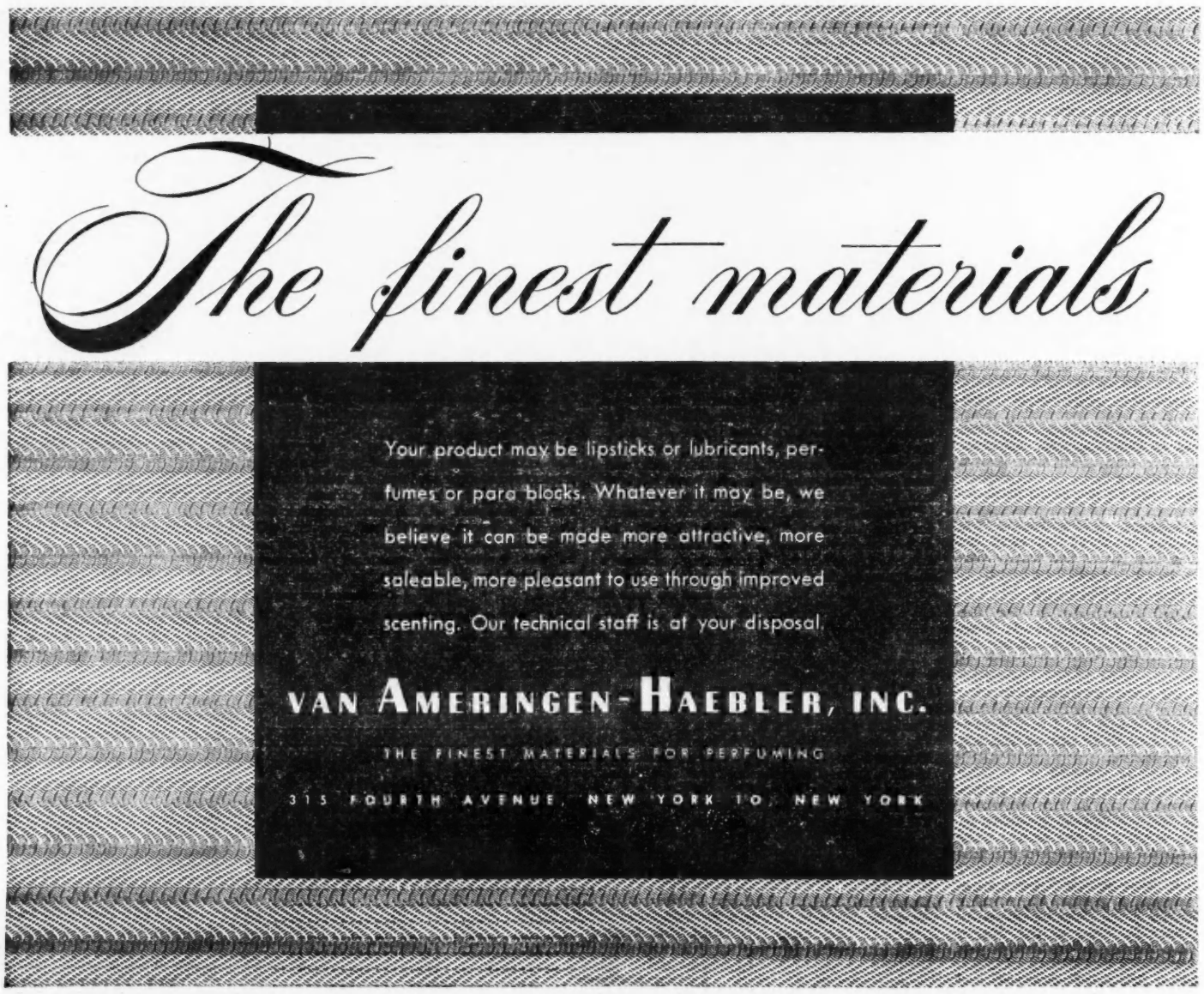
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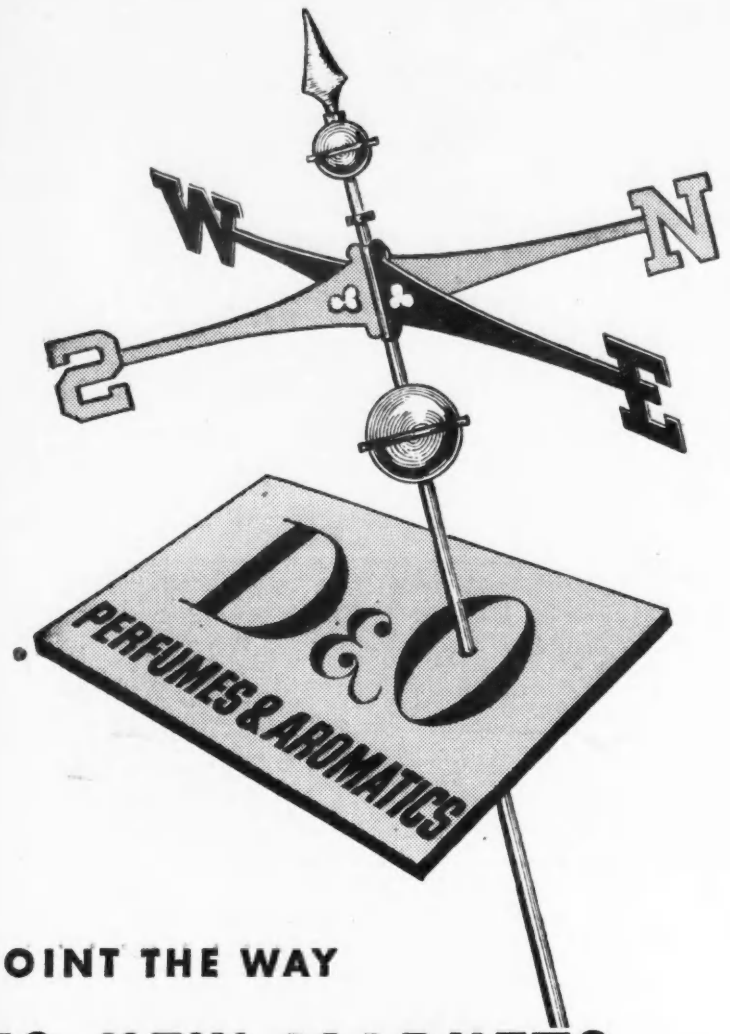

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Cosmetic Sales Seen Declining in 1948

Jacob Baker, of the Econometric Institute, New York, presented a paper at the general session on Wednesday, indicating the manner in which one should think when considering the position of an entire industry, in this case the toilet goods industry, in the consumers' goods market.

"Manufacturers and retailers of consumers' goods quite frequently think of their operations in terms of getting some generally recognized percentage share of the consumer's dollar or else in terms of increasing the percentage of the consumer's dollar which they obtain," he said. "Their thinking may be in terms of their own individual company or of the industry as a whole.

"Insofar as this sort of thinking applies to an individual company, it possesses merit, since an individual company may gain or lose consumer acceptance for its own product or products in competition with other similar items produced by other companies in the same industry.

"Insofar as an industry is concerned, however, this approach may lead to erroneous conclusions.

"The prime thing to be remembered in analyzing the expected consumer purchases of any consumer goods, and especially of toilet goods, is that the consumer typically is a creature of habit. Year after year and month after month, he buys various goods and services which he needs or wants in accordance with a habit pattern which he has gradually acquired in the course of his life.

Sales Responses to Income

"Extensive analyses over a period of years has shown the following sales responses to income for the types of goods listed. The response is stated in terms of the percent change in sales which, on the average, accompanies a 10 percent change in disposable income:

Radios, 22 percent; jewelry, 19 percent; floor coverings, 14 percent, small wares and accessories, 10 percent; piece goods, 9 percent; women's ready-to-wear, 9 percent; men's clothing, 8½ percent; ladies' intimate apparel, 7 percent, and drugs, 6 percent.

Reasons for Variations

"The above sales response indicates averages for broad totals of the particular types of goods including representative coverage of the different price lines and qualities in each category. Before we indicate where toilet goods fit into this pattern, it is necessary to indicate the reasons which the institute has found for variations in this sales response from one type of goods to another.

"In general, it has been found that the sales response is greater the more durable the product and the higher its price. At the two extremes of durability we might find, for example, that milk or similar food perishables have a low elasticity, or as shown in the table above, drugs, which have a similar characteristic, and at the top of the scale, a very durable product, such as a radio, piano or an automobile.

"On the other hand, the effect of the price of the item on sales response can be seen from the fact that an item within the apparel group, such as a handkerchief, will have a very low response to income, whereas a fur coat, within the same group, would have a very high response. Similarly, if we take different price lines of the same article, such as shoes, the sales response increases as we shift to higher price lines.

"In order to see how cosmetic sales fit into this general picture of consumer spending, the institute made an analysis of the retail cosmetic sales as reported by the Toilet Goods Association for the period 1929 through 1947, in relation to disposable income.

"The analysis shows that a 10 percent increase in income, on the average, was accompanied by a 5 percent increase in retail cosmetic sales. Now this seems a rather surprisingly low sales response, but if one analyzes the product and the nature of the industry, the figure is not unreasonable.

Two Charts Displayed

"On the basis of our analysis showing that retail cosmetic sales increase or decrease 5 percent for every 10 percent increase or decrease in disposable income, we have plotted on Chart 1 the levels which cosmetic sales would attain at various levels of income. For example, when disposable income is $100,000,000,000, cosmetic sales would be about $433,000,000; when it is $200,000,000,000, sales would be about $610,000,000.

"On Chart 2 we show the actual levels of disposable income and of retail cosmetic sales from 1929 through 1947. In addition there is also shown calculated

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cosmetic sales for the same period of time.

"These so-called calculated sales represent the result of the institute's analysis of the economic and other factors affecting cosmetic sales. Such factors as

Jacob Baker

changes in income distribution, in population and its distribution, in the level of income, and others which shall be discussed in this report, are carefully weighed in proportion to their historical effects on sales and a criterion developed from which sales can be forecast.

Other Sales Fluctuations

"Before we go into some implications of this analysis it is well to present the remaining facts which we found out about cosmetic sales. One analysis indicated clearly that there were some fluctuations in cosmetic sales which could not be traced directly to changes in income. Sales of cosmetics in the previous year tend to exercise an influence as a sort of brake or drag on the current year's sales.

"In other words, if sales were somewhat higher in the previous year, then they will tend to be a little lower this year, even if income is the same, and vice versa, if sales were low last year, they will tend to be a little higher this year even though income is the same.

"This characteristic of the industry explains why the industry is likely to decline from a peak in the business cycle a little sharper than the relationship with income would itself indicate and rise a little sharper at the beginning of an increase in income, but more slowly after the cycle has been moving upward for two or three years.

Industry Still Growing

"A further factor in the situation is that the industry is still slowly growing relative to consumer incomes, that is, the industry is getting a slightly increased share of the consumer dollar quite independent of fluctuations in income and past sales. We find that for the period from 1919 to 1929 this increase was a very rapid one, but from 1929 through 1941 the increase was in almost a straight line at an average rate of 1.4 percent per year.

"During 1944, 1945 and 1946 there was a sharper rise in sales of cosmetics above the level that could be calculated from our formula. This is due to two sets of influences:—First, there was a sharp redistribution of income between income levels during the war which shifted many consumers from the lower income brackets, where toilet goods consumption is low, into the middle income brackets, where it is higher compared to the family income. This in itself created a new level of sales relative to income. Secondly, in the three years 1944-46 consumers' incomes were increasing sharply; there was great return of military personnel to civilian life; and finally there was an extreme shortage of other goods which normally competed with toilet goods for the consumer dollar. This was especially true of durable goods.

Sales Out of Line

"The first factor above, namely, the redistribution of income, will tend to have some rather lasting and permanent effect so that the toilet goods industry is probably on a new level of sales, somewhere between the old pre-war trend and the level reached in 1946, which was about 45 percent above trend.

"The second factor, however, was a purely temporary matter and caused sales to rise far higher than can be permanently maintained. One of the basic reasons was that in the absence of many of the durable goods and even of a proper selection in the non-durable goods field, much of the gift giving had to be turned into the direction of cosmetics and other toilet items.

"The result was that sales of these items were completely out of line with normal market conditions. In 1947 the return of more normal supplies of other goods caused the first post-war drop toward normal relationships.

"The year 1948 must be expected to point in the same direction and this trend will continue until sales reach that relationship with income which represents the permanent new buying level relative to income of consumers fixed by the new distribution of incomes.

"There are certain further implications of this analysis which are important to the members of this association. In the first place, the low sales response to income is a clear signal that a great bulk of the market is a utilitarian market rather than a luxury market.

"There is the further implication that the luxury lines in the cosmetic field, while enjoying greater patronage in prosperity, will suffer unusually severe drops in bad years. In other words, while the mass of the market is a stable one, those manufacturers attempting to create a high-priced luxury line on the basis of extreme fashion glamour and promotion will find that their sales fluctuate far more than we have indicated for the industry as a whole. In fact, some of them may find that they fluctuate in harmony with what the institute calls supernumerary.

Supernumerary Defined

"This term, originated by the institute, is a measure of the purchasing power consumers have after they have paid their personal taxes and the subsistence cost of living. It is, in other words, the amount which they have available either to save or to spend at their discretion. It is out of this portion of their income that they buy luxury products and durables.

"This sensitive index fluctuated more violently than disposable income between 1929 and 1933; supernumerary income declined 62 percent, while disposable income declined only 45 percent. Cosmetic manufacturers selling a high-priced luxury line may find that their sales fluctuate with this very highly sensitive index and that they skyrocket in times of prosperity and drop very sharply in times of reduced incomes.

"In closing this presentation I wish to point out that the net effect of the factors which I have indicated is to point to a somewhat lower level of cosmetic sales this year than last. Toilet goods sales should fall perhaps 4 to 5 percent in the year 1948 below the year 1947. This means the competitive pressures on the industry which are already great will increase and that there will be a real need for new outlets.

"One source of new business I have indicated above is the southern and western areas of great income increases which have not been fully exploited by the industry. The other source is foreign trade. Undoubtedly there is a great opportunity in this direction at the present time.

"The need for an expansion of the industry into world trade is considerable. The industry must recognize that world trade requires specialized techniques, trained personnel and good organization. It will also require cooperation with the government in order to get advantageous entry to foreign markets. The old competitors in the world cosmetics trade are experienced and have a reputation.

"Therefore, American firms are in real danger of letting the opportunity slip out of their hands for lack of taking adequate action in time and for failure to take the precaution of providing sufficient competent trained personnel and aggressive organizations to make the invasion of foreign markets pay off.

Goulden Reports on Research Section

Dr. H. D. Gouden, director of scientific research and standards reported on the activities of his section at the morning session on Tuesday.

The amount of advertising submitted for review has markedly increased over that submitted during the previous twelve months, he reported. In view of the fact that there seems to be less cosmetic advertising being done at present, Dr. Goulden explained the increase by the fact that the number of members submitting their copy for review has increased.

Dr. Gouden said that, generally speaking, the copy submitted for review is what he terms "clean" and requires only very minor, if any, revision. It was noted last year that more selling and less institutional copy was being used, he said, and this trend continues.

Label Review Increased

"We have reviewed a great many more labels this year," he said. "This is not the result of new products introduced by manufacturers, but results from new members submitting all their labels for review. Minor corrections are often indicated.

"Because of the frequency of their occurrence, there are a few points that I should like to call to your attention:

"We find that manufacturers bring to us what they believe to be a cosmetic, and because of the very nature of the product and the claims made for it, it is by definition under the Federal Food, Drug and Cosmetic act a drug, and as such the active ingredients must be stated on the front label.

"This often comes as quite a surprise to the individuals who have submitted the copy, for they have failed to realize that where the product affects the structure or function of the body, it is a drug.

"For example, such a common product as a deodorant, which is so compounded as to temporarily inhibit perspiration, is a drug, and the active ingredients which cause the effect must be stated on the front label.

"It should also be borne in mind that this information must also appear on any box or folding carton (except the shipping carton) in which the container is packaged. Before leaving this subject, perhaps it should be pointed out that when industry products qualify as drugs under the Federal Food, Drug and Cosmetic act, and if those products contain alcohol, the kind and quantity of alcohol must be stated on the front label and must also appear on the carton or box in which it is packaged.

"A number of years ago, four to be precise, it was suggested in my annual report, that certain products such as hand lotion, leg make-up, and suntan lotion, might be formulated so as to make them insect repellent. Such products are beginning to appear. I should like to point out that such products come under the Federal Insecticide, Fungicide and Rodenticide act. The members of this association were so advised last January and I will therefore not go into the obligations of manufacturers of products covered by this act.

Board of Standards

"The very active scientific advisory committee has continued during the past year, with the exception of the summer months, to meet once each month for the purpose of developing standards for the raw materials used by this industry.

"Standards for spermaceti, coconut oil and magnesium oxide have been completed and distributed. As this is written, a standard for anhydrous lanolin is almost completed and should be ready for distribution shortly after this convention.

"The committee has allotted a goodly portion of its time during the past few months to a detailed study of the twenty-nine standards that have been issued. Revision of many of the standards is indicated. It is expected that this task will soon be completed and that the revised standards will be ready for distribution this summer or early fall.

"TGA standards are widely distributed and are available to anyone upon request, and we do have many requests for them, not only from non-members of this association, but also from allied industries. They are often published in the domestic and foreign trade press.

"Quite often, when a new standard has been completed and I am sending it out for distribution, I say to myself, well, there it is—six months' work by the committee. I wonder how many will realize how much time and effort and work are behind that standard? Perhaps I can illustrate by citing an example.

"In developing a standard for lanolin,

RAW MATERIALS
for the TOILET GOODS Industries

WH&C SINCE 1836

ANIMAL, VEGETABLE, and MINERAL OILS

Cocoanut	Corn	Teaseed	Lard
Peanut	Cottonseed	Sesame	Tallow
Soybean	Castor	Babassu	Neatsfoot

FATTY ACIDS

Red Oil	Stearic Acid
Cocoanut	Cottonseed
Soya	White Oleine

LECITHIN
Derived from Corn Oil and Soya Bean Oil

LANOLIN
Anhydrous—all grades. Hydrous—U.S.P.

CHLOROPHYLL

PETROLATUMS • WHITE MINERAL OILS

SULPHONATED OILS

SODIUM SESQUICARBONATE

MAYPON 4-C (The Improved Lamepon)
A surface active agent especially created for the toilet goods field. Write for descriptive booklet.

SYNTHETIC ORGANIC DETERGENTS
Wetting and foaming agents. A complete assortment of surface active agents, cationic, anionic, and nonionic. A type available for every conceivable use.

Dry compounds mixed to your private formulas!

Welch, Holme & Clark Co., Inc
439 WEST STREET NEW YORK 14 N.Y.

Warehouses: New York City and Newark, New Jersey

Bacteriostasis Application

—Continued from page 40

endeavoring to apply this theoretical information, he said, one should first consider what result is expected of the product. He asked, is it to serve merely:

"1. To prevent the formation of some undesirable or psychological condition in the product itself, such as off-odors, discoloration, and so forth?

"2. Is it the purpose at hand to compound the product so that should microorganisms come in contact with it the environment shall be such that they cannot grow and will eventually die off? That is, is the purpose to make the product as near 'germ-free' as possible?

"3. Or is it the desire to use the product (cream, powder, oil and so forth) basically as a vehicle to carry some chemical ingredient onto the surface of the human skin, there to perform prophylactic or curative action? That is, it is antiseptic action that is wanted?"

Dr. Cade said that if therapeutic claims for the product are not to be made, then a substance with high bacteriostatic potency against the organisms producing the undesired effects can be used to advantage. On the other hand, he declared, if the purpose is to set up a condition on the human skin such that most, but not necessarily all, of the bacteria present there are killed, allowing for nature to complete the job, then an antiseptic substance will serve the purpose.

This can be accomplished, according to Dr. Cade, by either an inhibiting or killing effect. Finally, he said, where therapeutic claims are to be made for the product, and it is desired to call it "germicidal," then something which actually kills all the organisms involved in the particular pathological situation should be employed.

FDA Agar-Cup Test

Relative to one of the procedures as used for determining bacteriostasis activity, the FDA agar-cup test, Dr. Cade said that in his opinion, contrary to what some others claim, the efficacy of a product so tested is not necessarily in proportion to the zone size produced; in many cases just the reverse is likely to be true. That is, he said, the smaller the zone beyond a certain desired minimum of 2-3mm. from the edge of the cup or material placed on the seeded agar surface, the better the practical effectiveness of the product.

This claim, he continued, is based upon the assumption, to some degree by actual experimental evidence, that when the zone size is large, the diffusion of the actual ingredient out into the surrounding area takes it away from the local area where the desired effect is wanted, and may make its concentration there such that when new organisms contact that local area they will be able to grow and produce their harmful effects.

Dr. Cade said that in this same connection he wished to emphasize the fact that the zone size by itself is not a definite criterion as to the efficacy of a product when the latter is in actual use on the human skin or mucous membrane, since other factors affecting the solubility, diffusibility, surface tension, and so forth may be present, which will have an influence on the final results produced. Additional practical tests should also be made, he concluded, in order to determine all of the essential facts.

the committee decided that it was desirable to include a test that would detect adulteration of lanolin by hydrocarbons such as petrolatum. Published methods were found unsatisfactory or unreliable. Many methods were developed and discarded as being unreliable.

"Last October, Dr. Newburger of the Food and Drug Administration presented a paper before the Association of Official Agricultural Chemists, on the separation of lanolin and hydrocarbons. Comprehen-

Dr. H.D. Goulden

sive investigation of his method has shown that it can be adapted for our purpose. The committee had this particular problem, which is but a small part of the lanolin standard, under investigation for six months."

Scientific Section

Dr. Goulden said that the scientific section will celebrate its fifth anniversary this fall. Meetings have been held in May and December of each year, he said, with the exception of one year during the war when conventions were banned.

The section, at its inauguration, had a membership of 293, according to Dr. Goulden. This group has enlarged to a considerable extent, he said, and is now composed of a group of men and women totaling 503.

"The section last met on December 4, 1947," he said, "at which time nine papers were presented before the 500 in attendance.

'Proceedings' Four Years Old

"The 'Proceedings of the Scientific Section' made its initial appearance during the spring of 1944. We had high hopes that this first attempt to publish a wholly scientific American journal for this industry, which does not compete with established trade papers, would have a long life expectancy. Time would tell.

"Some five years have passed and it does seem that this association is now publishing a recognized scientific journal, covering the toilet preparations field. The proceedings are abstracted by the American Chemical Society's publication, 'Chemical Abstracts.'

"Many papers which were published in the proceedings have been republished, in whole or in part, by foreign and domestic journals. As each number of the proceedings appears, we invariably receive requests from several English journals for permission to reprint papers; which permission we are very pleased to grant. The world-wide recognition of the proceedings furnishes the stimulus to make it an even better publication.

Literature Search

"You will recall that at the convention last year, I reported at length on the difficulties we had encountered in establishing a research program and that we had finally arrived at that point where the recommendations of the research committee had been approved by the board of directors and the committee had been instructed to work out the details necessary to initiate the research program and to present them to the board of directors for artification.

"I am very happy to report to you that arrangements have been made with Dr. Howard W. Haggard, Director of the Laboratory of Applied Physiology of Yale University, to undertake our problem. They will review thoroughly and abstract the literature on skin irritation, including the epithelium of the mouth, as induced by toilet preparations, including soaps.

"They will also review thoroughly and abstract the literature as to the irritating effects of some 1,200 specific raw materials used in the manufacture of toilet preparations and soaps.

"When the abstracting is completed, they will publish a critical literature review of the subjects covered, as a monograph, which will be available to all. It is expected that some two years will be necessary to complete this task.

IBM Machines to Be Used

"The abstracting will be set up in such a manner as to take advantage of IBM machines and techniques. They are going to set up their records of abstracts in such a form that if we desire, the abstracting service could be continued and kept up-to-date, at a very modest cost. I am sure that you can appreciate the value of this latter provision.

"We, in association headquarters, were confronted with the problem of supplying Dr. Haggard with the required list of raw materials used in cosmetics. We realized that this was a large order, but we did not realize, until we got into it, how really large the order was.

"We sent out a letter to all members of the industry, some 2,000, asking them to send us a list of the raw materials which they used in the manufacture of the preparations which they marketed, and if they were using trade-name materials and did not know the chemical composition of same, to furnish us with the name of the manufacturer.

"Literally months were spent in going over the list of raw materials received from the manufacturers and eliminating duplicates, corresponding with manufacturers of trade-name products, and arriving at a tentative list. Then this list had to be checked for synonyms. We finally arrived at a list of 1,187 raw materials.

"Perhaps a brief description of the monograph is in order. The first section of the book will be concerned with the very latest, up-to-date information on the anatomy and physiology of the skin. The second section will discuss irritation, sensitivity and allergy. The third section will deal with the literature on irritation caused by what may be considered the finished product.

"The next section will contain, in alphabetical order, the various raw materials used by this industry and abstracts of what has been reported in the world literature concerning their irritation. The final section of the book will be a complete bibliography.

"May I urge that you continue your individual research programs, for it is only by research that the products of this industry can be made better and more useful, which objective, I am certain, is your goal. When sales are not all that they should be, that is the time when your research department should be most useful to you."

TGA New Research Program Underway

A preliminary report on a research program in the execution of which the association had asked cooperation of the laboratory of applied physiology of Yale University, was presented by Dr. Howard W. Haggard, director of the laboratory.

Before describing his work for the association, Dr. Haggard digressed at some length on general matters pertaining to research as carried out at universities under grants from industry.

"Somewhat to my surprise, I find that I have now reached an age at which I can begin to philosophize a little on this subject. I speak from an experience of thirty years with such research—a span which extends back to the time when there were few laws placing basic responsibilities on the manufacturer who advertised and distributed chemical products to be used by the public.

"These thirty years cover the period during which there has been particular

—Continued on page 58

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LANOLIN DERIVATIVES

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There is no substitute for experience.
Years devoted to the production of lanolin and its derivatives and related products have resulted in a "know-how" which assures quality, dependability and uniformity. May we quote on your requirements for the coming year?

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PLANT: MAMARONECK, NEW YORK

Mock Reviews Problems Faced by Industry

—Continued from page 39

the small retail grocer and the small wholesaler would not have to worry anymore.

"That is why in addition to the laws already mentioned, we had recently the introduction into Congress of a proposed bit of legislation by Senator Murray, introduced February 26, 1948, S. 2227. This is supposed to be an addendum to the Robinson-Patman Act.

'(a) Equality on wholesale deliveries:—Maximum quantities shall be priced the same for all purchasers at wholesale regardless of whether such purchasers buy one or more such quantities, except that the manufacturer must afford an additional reasonable and uniformly available discount or allowance upon such maximum quantities sold by him for resale solely to retailers (if he so sells and whether in original form, as equipment, or otherwise) in the regularly established course of trade. Pricing for quantities less than maximum quantities shall bear reasonable relation thereto and to other media of transportation or delivery and in other respects to be governed by existing antiprice discrimination law. For the purposes of this act no sale shall be deemed to be of any such quantity, maximum or otherwise, except as actually sold and delivered at one time and at one place.'

"This is the gist of it, the intention being to cut down discounts to large purchasers. Even if your cost of doing business is larger with a small concern than with a large one, this legislation is designed as far as possible to provide the small purchaser with the same discounts.

"There is, however, only one flaw in every one of these laws, whether it is the Sherman act, or the Clayton act or the Robinson-Patman law, or the Murray bill and the flaw is this—the unproven assumption that by legislation if you end all discrimination against the small business man he will still be able to compete.

"A few days ago I was told by a manager of a non-profit grocery cooperative that they were unable to compete with the big grocery chains. The mere fact that it has been necessary to pass anti-chain store legislation designed to put certain chains out of business is itself a proof that on a basis of free enterprise, the small retailer cannot successfully compete. Is not your own industry strewn with the wrecks of small enterprises which could not survive on account of an inadequate capital structure?

Subsidize Small Merchant

"I want to remind you that I have no golden key to unlock all the problems of distribution in the United States. It may, in fact, be wise in the future to subsidize the small merchant whether he be druggist or grocer and even to provide that he should get a bigger discount than the big distributor.

"That may in time become the deliberate judgment of our citizens reinforced by our legislators. But let us at least meet this issue squarely and not start with the false premise that if you stop discrimination against him by law the small business man will necessarily thrive.

"The offense of the large distributors is not that their prices are too high but rather that their prices may be too low, and it is largely because of their capital structure that the small retailer cannot compete with them. And that is why I take it that the enforcement of the Robinson-Patman act has been so difficult and has presented so many problems to the Federal Trade Commission.

"I repeat the hope that the coming trade practice conference will resolve some of these problems and I know the members of this industry have made a desperate effort to come to an agreement with the Federal Trade Commission and I trust the rules when they come out will be workable.

"But I wish to point out that in addition to the difficulties of the Federal Trade Commission interpreting the Robinson-Patman act, there have from many quarters come demands for the admendment of this particular piece of legislation.

Judge Lindley's Opinion

"I will read you what Federal Judge Lindley said in the case of United States v. New York Great A. & P. Tea Company, 67 Fed. Sup. 626:—

"Sometimes I doubt whether we ever needed the Robinson-Patman law, with all its elusive uncertainty. I have thought that the Sherman act, properly interpreted and administered, would have remedied all the ills meant to be cured. More comprehensive language than that found in the Sherman act is difficult to conceive . . . that Congress desired to go to the utmost extent of its constitutional power in preventing restraints of trade and attempts to monopolize, such as the information charges here appears very clear.

"The obvious purpose was to use that power to preserve a competitive business economy. This plan, this mechanism did not break down; it has never needed more than proper execution and proper enforcement. . . . So Congress enacted the Robinson-Patman act. I doubt if any judge would assert that he knows exactly what does or does not amount to violation of the Robinson-Patman act in any and all instances.

"Mr. Chief Justice Hughes exclaimed to the Federal Bar Association in 1931:—'How difficult it is to secure legislation that is simple and unequivocal.'

"The early comment of Bentham is applicable: '* * * these law books must be made up into sentences of moderate length, such as men use in common conversation, and such as the laws are written in in France, with no more words than are necessary; not like the present statutes in which I have seen a single sentence take up thirteen such pages as would fill a reasonable volume, and not finished after all * * *.'

"It is clear from this record that retail distributors of food products in the United States are engaged in a close contest. Profit margins are slight. The difference between profitable operation and loss is fractional in character; between success and failure, astonishingly small. There is constant incessant struggle for advantages.

"In such a situation, where margins between profit and loss are so small, any dealer engaged in the contest, having secured an unfair advantage over his competitors, however small it may be, will be likely to upset or reverse a small percentage of profit in his competitor and convert it into a loss.

"When the net profit is in the neighborhood of 2 percent, an advantage of 5 percent in buying in one dealer immediately places him in an overpowering position so far as his competitors are concerned . . .'

Trade Journal's Views

"Now I will read you what one of your own trade journals has said on the same subject:—

"In distribution anti-monopoly legislation poses a social problem as opposed to an economic one. In hearings on the Robinson-Patman act twelve years ago Professor McNair of Harvard, then head of the Harvard Bureau of Business Research, testified 'the salvation of the capitalistic system depends upon getting merchandise into the hands of the consumer at lower and lower prices' and that 'one of the great advantages in the reduction of distribution costs is achieved by large scale distribution.'

"He added 'that while production costs have fallen in most every line, this has not been accompanied by any similar economy of distribution."

"Here is another excerpt from a trade journal on the subject:—

"The appeal of small business is a powerful one. Most people have an instinctive and inherited dread, in this country, of the arbitrary misuse of power that always seems to accompany monopoly. Nor do most people want a monopoly at the expense of government control. But small business cannot be saved by legislation and by the turmoil of costly antitrust suits, if in the long run it is a cost burden on the public.

"It would seem that an answer may lie in some other direction than in repressing efficiency in distribution and providing a shield for inefficiency. Often the difference between a small business man and a large one is capital, and not brains or ability. There must be a point in growth where efficiency and ability to serve at low cost ceases and monopoly without public advantage begins.

N. Y. Bar Investigating Amendment

"More recently, a committee was appointed by the New York Bar Association to investigate the possibility of amending the Robinson-Patman law to make it more workable. I refer you also to the brilliant paper of Prof. S. Chesterfield Oppenheim, professor of law at George Washington University, and a friend of the Federal Trade Commission, read before the Food, Drug & Cosmetic section of the New York State Bar Association, January 21, 1948, on the subject 'Should the Robinson-Patman Act be amended'?

"I think one simple rule might do as much as all these laws for the small merchant. I believe there should be full

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publicity on all prices and discounts and services afforded by a manufacturer to a distributor, retailer or wholesaler, and I think this single rule would be more curative in its effect upon competition than all the acts already cited and the future addenda to such acts.

"If some perfumer would like to give his goods for the sake of prestige to Tiffany & Co. for nothing I would see no harm in that provided the trade knew it because the merchants trading in the vicinity of Tiffany & Co. would not be eager to stock the same commodity if they had to pay for it.

"Why has the Robinson-Patman Act been so difficult to administer? Partly because it tries to compare and measure the service of the small retailer with the service of the department store and I do not see how these services can be measured either in dollars or otherwise. Almost every commercial transaction is more or less discriminatory.

"Whether at the retail or wholesale level, no commercial transaction measured quantitatively on a percentage basis with other transactions relating to the same article represents the same degree of profit or overhead and is therefore bound to be more or less discriminatory. Long ago the government discarded this small difference in its postal service, a three cent letter is delivered anywhere in the United States, and on the price of postage stamps. But now the Federal Trade Commission has the almost impossible task of trying to put every transaction from a dollar to a million on this same equal competition basis.

"The lady who buys a handbag and has it delivered is discriminating against the lady who buys a handbag and walks off with it. A magazine subscriber in New York is discriminated against by a magazine subscriber in California if the magazine is published in New York because the same delivered price covers both subscriptions. The cost of selling to some consumers is very large and to others very small and although the selling cost is absorbed in the general overhead, the discrimination exists.

Full Publicity Needed

"I believe in full publicity in the trade both on prices and discounts; if every retailer knows or is entitled to know what every other retailer pays, the evils of competition will cure themselves but it is impossible for the government to try to set up a formula which will cover all sales and all distribution for the simple reason that this so-called discrimination is not to be ended by the fiat of some paper formula.

"If one class of retailers insists on the government bailing it out of its troubles by a legal formula they may eventually lose more than they gain because manufacturers still have a right to select their customers.

"The Federal Trade Commission is to be applauded for its attempt to bring order out of chaos, its sincere struggle to fairly interpret the Robinson-Patman law. What the Toilet Goods Industry rightfully objects to is the legislation itself which while putting the industry in a straitjacket of rules, burdensome and cumbersome to enforce, nevertheless fails in its powerful objective, the rescue of the small retailer and wholesaler.

Customer Relations

"I hope the members of the toilet goods industry have more of a sense of humor than some of their customers. At least I read in the trade papers that certain of your distributors want more discounts because their cost of business has gone up. I wonder what their attitude would be if you asked to reduce their discounts because the price of your raw materials have risen.

"Then from time to time I read of the druggist associations who would like to stop grocers and tobacconists from selling aspirin, or sodium bicarbonate, or well-known proprietaries.

"The other day I looked through the fifty classes of merchandise which the Patent Office uses for convenience in registering trade marks and to my surprise I find that the average drug store deals in at least thirty-five of these classes which cover everything from airplanes and dynamos to fruits and wild animals. It would seem to me that a certain amount of consistency might be desirable.

Outlook For Future

Mr. Mock concluded by declaring he believed the supremacy of the United States in the world cosmetic field is assured. The creation of distinctive perfumes, he said, so long a monopoly of the French, may possibly continue. In that field, he added, France as a great artistic center may still continue to lead the world, but in the science of cosmetics America will continue first for many years.

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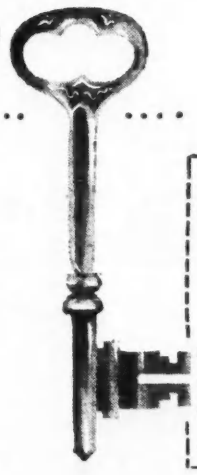

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Mayham Reports on 20% Toiletries Tax

—*Continued from page 39*

national situation has further deteriorated to the point where very heavy expenditures for military purposes seem necessary. No definite estimate as to the size of these appropriations can be made but it is probable they will reach $6,000,000,000 above the expenditures authorized in the regular budget.

"Adding these factors together we find expenditures increased by nearly $10,000,000,000 and revenues decreased by nearly $5,000,000,000. Under the circumstances many members of Congress feel that further tax relief this year, even on comparatively small items such as those represented by the cosmetics and luggage excises, is out of the question.

"This industry and others suffering from discriminatory excise taxation are in the grip of forces beyond our power to control. I may say, however, that the work which was done at such tremendous expenditure of energy this year has not been wasted. We have every reason to believe that whenever the budget requirements permit, the taxes on toilet goods will be among the first on which relief is granted. The value of the cooperative effort made this year can hardly be underestimated.

Quiet Legal Year

Touching on legal activities, Mr. Mayham reported that it has not been a very active year in this respect, but it is probable that next year, when forty-four state legislatures will be in session, will be a most active one.

"Two types of bill are liable to be much to the fore during the year," he stated. "The first is a general revision of the pharmacy laws, which is being introduced in many states.

"We favor tightening and coordinating the pharmacy statutes and would not oppose such measures generally. However, the current bill which is making the rounds of the state legislatures usually contains highly objectionable restrictive sales provisions which may interfere seriously with the sale of harmless industry products.

"Thus far, we have succeeded in securing amendments which removed that danger in several states. We are now seeking the source of the original measure and will attempt to get these amendments into the bills before they come before the state legislatures. Failing in that, we shall have a battle on our hands next year and will need the help of members located in many states to avoid great harm to the industry.

"The other type of bill appeared in only one state this year and seems likely to appear in many next year. It is a measure, apparently sponsored by beauty shop groups, to prevent the sale of home permanent waving preparations. Since these products now form an important fraction of the total cosmetic business, we shall have to be alert to oppose bills of this kind when they appear next year. Fortunately, our legal staff is both alert and competent and thus far has succeeded in protecting the industry and its members from virtually all unfair legislation."

Membership Increasing

Mr. Mayham said that during the war and the intense period of activity in the organization of new cosmetic enterprises, it was quite natural that the membership of the association should increase steadily. It was anticipated that with the close of hostilities and the period of readjustment which faced the industry membership would decline to some extent, he said.

"This has in fact taken place," he said, "and some companies which were on our roster as members in the last few years have dropped out as a result of discontinuance of business, merger, purchase of their business, or the like.

"At the same time, new members have joined at a gratifying rate with the result that we have now virtually the same number of members as at the time of the last convention. This was due partly to a mail campaign undertaken at association headquarters.

"This campaign was more successful than we had anticipated and resulted in filling gaps to an astonishing extent. Our present active membership is 358, and our associate membership is 170 for a total of 528 members. In the last normal prewar year, 1940, total membership was 276, of which 196 were active members.

Report on Labor Relations

Mr. Mayham said that the labor relations counsel of the association had proved the value of their services to members during the past year. Not only have they worked out surveys of wage, hour, and union relations in the industry, he stated, but their bulletins on phases of the Taft-Hartley act have, he believed, been extremely valuable.

"In this connection," Mr. Mayham declared, "may I suggest that a greater amount of cooperation on the part of the members in the surveys which we have conducted and will probably conduct in the future will lead to the reports being of far greater value.

"Statistics of wage payments by a total of 300 companies would obviously be a better guide and more authoritative in wage negotiations than similar statistics from fifty companies."

Public Relations Improved

Mr. Mayham said that at last year's convention there was considerable discussion of a formal public relations campaign by the association, but it was decided to abandon the idea.

"I believe that the action taken then was correct, "he said, "although there have been times during the last year when I have wondered whether a formal public relations campaign would not have helped in some of our other activities, notably our work on the excise tax.

"However, by the time we were in the thick of the excise tax fight, it was far too late to start a campaign to arouse women to our assistance. I believe that the public relations committee should be continued and should consider whether a formal campaign would be in order during the coming year.

"Our informal work on public relations has continued as usual. All trade associations, consciously or unconsciously, are always engaged in the public relations business. I am happy to say that our own public relations, both with the public at large and especially with legislative and other government bodies, have improved steadily through the years. A part of this has been through our own conscious efforts, but a far greater part is traceable to the activities of our members.

"After all, the best public relations are fostered in any industry by the continuous efforts of its members to give the public greater and greater values, better and more convenient packaging, and last but not least, truthful and convincing advertising consistently in the best of taste and offering the least offense to even the most critical consumer."

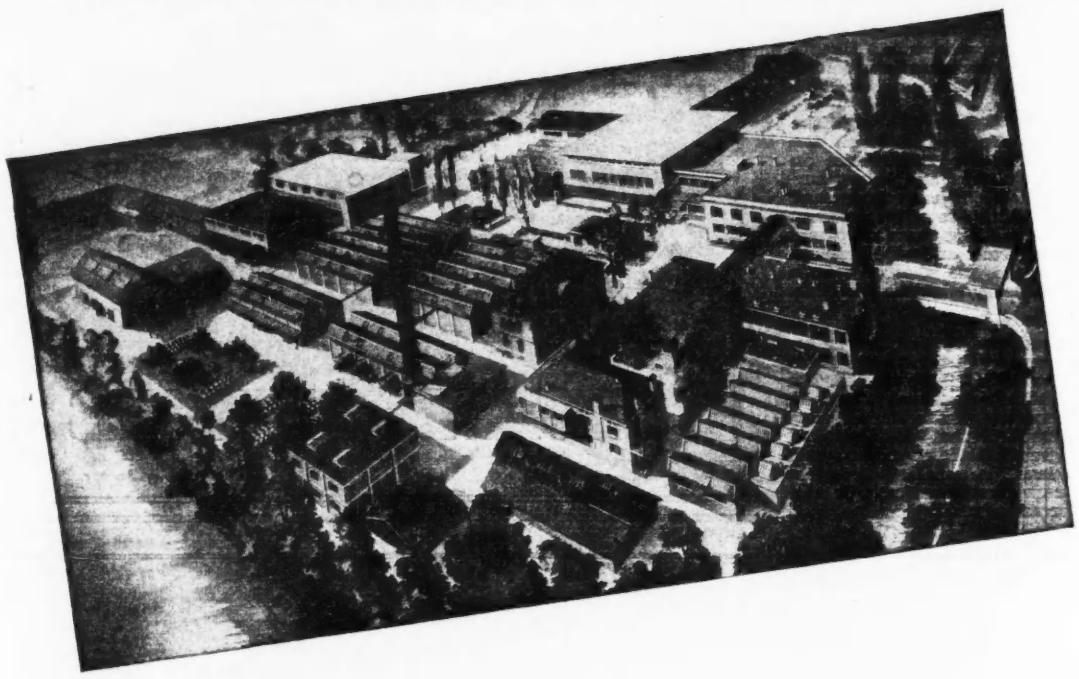
Lack of Statistics

Mr. Mayham declared that the toilet goods industry is one of the poorest industries in the country from the standpoint of statistics of production, sales, inventories, unfilled orders and so forth.

"Many important industries," he said, "have found that accurate and reasonable comprehnsive statistics gathered by the government or by their own trade associations have been of inestimable value in determining trends, and in plotting the future course of manufacturing and sales activities and programs. This industry does not feel, apparently, that such services are necessary, or even particularly interesting.

"Members of the industry are, of course, familiar with the annual estimate of retail trade volume prepared by the association. I would be the last to claim that this is completely accurate and reliable, but it is determined each year by using all indices available to us and it has been accepted by the courts in some tax cases as competent evidence at least of the upward or downward trend of industry sales.

"About two years ago we attempted to develop this statistical service further by asking our members to report quarterly the increase or decrease of their business volume as compared wtih the previous year and also the trend with respect to



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a limited list of staple products. The response, however, was so poor that we abandoned the effort since the results from so small a segment of our membership were apt to be very misleading.

Census of Manufacturers Cited

"Now it has come to my attention that members of the industry are even resisting the efforts of the Census Bureau to develop facts in connection with the current census of manufacturers. Frankly, I cannot understand why cosmetic producers do not want to know how much business is being done and whether sales of face powder, for example, are going up, down or sideways.

"It is my opinion that every manufacturer should promptly make his census report so that we may have some meaningful statistics and so that we may get them while the data are still fresh enough to be of real value in planning future business.

Mr. Mayham reported that the association has noticed a "deplorable" tendency on the part of members of the industry to get too close to the edge in advertising and to ignore or minimize legal requirements with respect to labels.

"If you have noticed it," he said, "you may be sure the authorities have noticed it, too. It would not surprise me if several cases on labeling were brought at any moment. If this happens it will do the industry great harm.

"No one should knowingly injure the fine reputation which TGA enjoys with the enforcement officials by carelessness with respect to legal requirements, especially when complete compliance is so easy and cannot conceivably do any harm to the sale of the product."

Trade Practice Conferences

Mr. Mayham said that last year, for the first time in its history, the association set aside its rule against the consideration of trade practices, in order that it might cooperate with the Federal Trade Commission in the trade practice conference.

"The decision to do so," he said, "was based upon the fact that this conference might be of vital importance to every member of the industry, and the association seemed the body best equipped to secure from members their views with regard to certain trade practices, and then to digest and codify such suggestions in the interest of an efficient and effective meeting with the commission.

"At no time was that mandate interpreted as meaning that the association should present any rules of its own devising, or that it could ignore or suppress any suggestions, no matter what our own opinion might be of the value or lack of value of such a suggestion.

"I am pleased to state that the commission from top to bottom has expressed to me at various times its appreciation of the work which the association did in collecting and codifying the views of the industry. Members of the commission have gone so far as to state that the body of proposals presented through this joint effort was the finest ever submitted by any of the nearly 300 industries which have thus far held trade practice conferences.

"The success of this work has naturally led some members of the industry to suggest that the rule regarding trade practices should be repealed or relaxed and that the association should sail full steam into the sea of trade practices.

"This is a great compliment to those who did the work on the trade practice conference proposals, and there is naturally great temptation to agree and to embark on a quite different course from that which the association has held from the outset.

"In my opinion, however, to now repeal or relax from our rule on these matters would be a very grave mistake. To change our metaphor, we have wet our feet and the water seems to be fine, but I would not want us to swim out beyond our depth, no matter how attractive the waves might be.

"Accordingly, I strongly suggest to you and to the board of directors that we do not venture further into trade practices unless and until there is a genuine emergency in which virtually all members of the association are concerned. Then, let us consider most carefully whether our efforts can be as effective as they seemed to be in the trade practice conference matter.

"If there is even the shadow of a doubt as to how widespread the interest or how effective our intervention might be, let us hold to the rule and stay out. The other activities and efforts of the association are too important to the industry and to the membership to risk its future success in ventures into controversial fields except in the crisis of a real emergency.

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Lipscomb Details 1947 Toiletries Sales

In 1947, total toilet goods sales by the seventy wholesale drug divisions of McKesson & Robbins, Inc., showed an increase over 1946, and over any year in the history of his company, C. T. Lipscomb, jr., told the general session on Wednesday.

Their largest volume line of toiletries gave them a small increase, he said. He added that a number of other good lines showed increases, but many of the smaller toiletries lines showed decreases, although these losses were more than made up by a few lines that were new with the firm.

"We believe this condition is generally true of the wholesale drug industry," he said, "and we are confident that drug wholesalers will continue to increase their toilet goods sales. We believe that increased sales through drug wholesalers will improve the outlook for cosmetic sales in competition for the consumer's dollar, which I note is the theme of your convention.

"First, you realize of course that practically all the wholesale druggist's sales are to independent retail druggists. Wholesaler's sales to chain drug stores and to department stores are millions of dollars, but are a small percentage of our total volume. The independent druggist is our number one and most important customer. We rise and fall with him.

"You undoubtedly realize also that the wholesaler is the backbone of the drug industry, probably more essential and more important than in any other industry in this country. The success of the independent druggist is built upon and depends upon service by his wholesalers.

"Without bothering you with the statistics, I will say that the greatest part of the independent druggist's dollar purchases, by far, are from his wholesalers. This is also true of the druggist's purchases of toilet goods—most are from wholesalers.

"To support this statement we have a study showing that service drug wholesalers purchase over $175,000,000 worth of toilet goods, at manufacturers' prices. This includes proprietary toiletries such as hair preparations and dentifrices, as well as perfumes and cosmetics.

"It has been estimated that the total sales of your industry are slightly more than $500,000,000, at your factory prices, and that about one-third of this goes to retail drug stores. Therefore, drug wholesalers supply the larger part of the retail drug stores needs and also a part of the purchases of chains, department stores, syndicates and other retailers.

"Now—why do we think that wholesalers will increase their sales of toilet goods? First let's take a quick look at a typical wholesale drug house.

"The average service drug wholesaler has a sales volume of about $8,500,000, employs 100 people, covers 500 drug stores, and stocks about 15,000 different items which he buys from about 1,200 manufacturers.

"The business is divided into four major departments—pharmaceuticals, proprietaries, toilet goods and sundries, plus a small miscellaneous classification. The wholesaler renders two different types of service to manufacturers.

"The first is warehousing, delivering and billing merchandise. Drug wholesalers give a manufacturer about 400 local warehouse points; a vital credit service; fast delivery service; handling of mail orders and orders from manufacturers' salesmen; frequent telephone order solicitation from all druggists in metropolitan areas, and want-book order taking from all druggists through average weekly calls by about 2,500 wholesale salesmen. The second service is promotional selling by these salesmen—active support of a manufacturer's sales and merchandising program.

C.T. Lipscomb, jr.

Wholesalers Increasing

"The chief reason why wholesalers are increasing, and will continue to increase, their sales of toilet goods is that we are making tremendous improvement in the promotional selling by our men.

"Wholesalers have recognized for a long time the necessity for giving manufacturers better selling support—they have done a lot of work on this, and have made considerable progress in recent years. But right now we are getting close to the pay-off point, where we can deliver uniform national selling which manufacturers can depend upon.

"Our last national survey, about a year and a half ago, showed that wholesale salesmen made about eight calls per day, averaged thirty-seven minutes on city calls and fifty-three minutes on country calls, spent about one-third of their time waiting, one-third on want-book selling, and one-third on promotional selling, did not do enough physical stock checking, did not do promotional selling on enough items per call, and needed considerably more product knowledge and specialized training."

Correcting Weaknesses

Mr. Lipscomb said the present program of McKesson & Robbins to correct these weaknesses is in four parts, as follows:—

"1. Better training of all salesmen in each department of the business. We have three types of training schools now in operation and others being developed. Major manufacturers are preparing special training materials for our sales meetings. We are working especially to train our men better in the use, selling and merchandising of cosmetics and toiletries.

"2. We are adding salesmen and reducing territories, to permit more frequent calls and more selling time per call. Two years ago McKesson had 660 drug salesmen. Today we have 918. We have put over 250 men through a forty-week training course, at a cost of about $4,000 per man, or over $1,000,000. We have 115 additional men now going through this training course, and have approved the immediate hiring and training of another 100 salesmen. From sixty customers per salesman we have now come down to about 30 active drug accounts per salesman.

"3. We are increasing our selling time per store through better working equipment and procedures in the store, with improved sales management, particularly field supervision.

"4. We are giving our men a planned selling program, so that more of their time will be spent on promotions and items that deserve support."

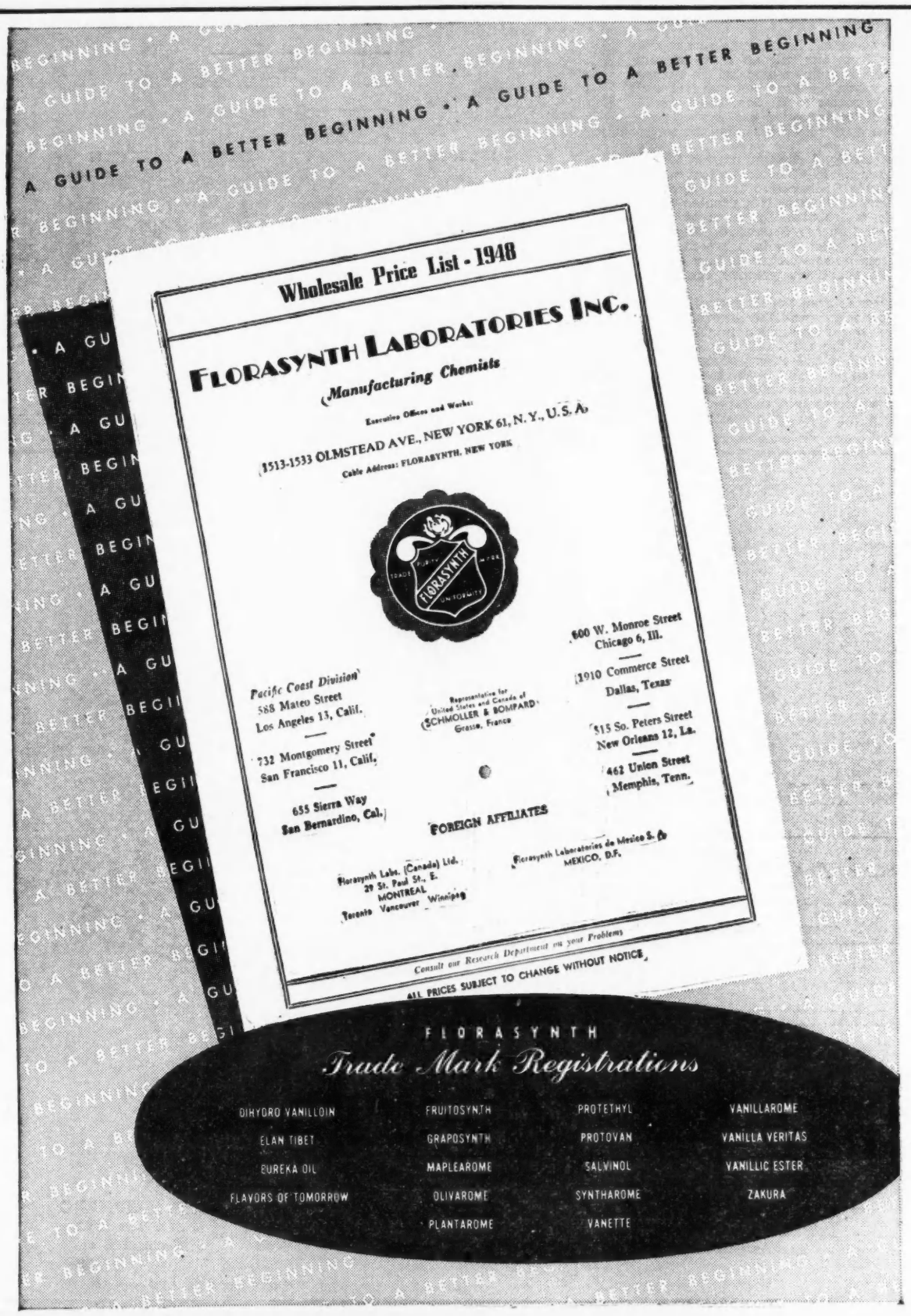
Handles 15,000 Items

Mr. Lipscomb reminded his audience that he had mentioned the fact that an average wholesaler handles 15,000 items bought from 1,200 manufacturers. However, he said, over 75 percent of the total sales volume of that wholesale house comes from about 75 manufacturers' lines, which simplifies the selling plan.

"We are now operating," he said, "under what we call a national sales calendar, which gives our seventy sales managers each week their number one selling program, a list of items or promotions for all the salesmen to work first on every call, together with information with their sales bulletins and selling materials supplied by these major manufacturers.

"Every McKesson salesman carries this

—Continued on page 57



Cosmetic Lines Held

—*Continued from page 40*

cept the brutal truth that food, shelter and clothing will first be provided for by the consumer's dollar. To lure what remains or to encourage the consumer to apportion his or her budgeting of a dollar for toiletries is going to call for emphasis, by the manufacturer and merchant alike, on real value for the sum indicated on the price tag.

Advertising Mishandled

"I will get back in a few moments to the price tag but first I give to you for what it is worth our growing fear that perfume and perfume advertising have been so mishandled that women place colognes or perfumed lotions or 'daytime fragrances' in a more refined or attractive category than perfume itself. The consumer, I suspect, has taken the lampooning of perfume manufacturers by cartoonists and writers far more seriously than the manufacturers themselves.

"In this latter group, too, we have a staggering number of items and I would like to make the suggestion that the industry as a whole stop trying to make their figures by forcing in new sizes and new merchandise. The customer has been confused for quite a while by the manufacturer's merchandising tactics. That's bad enough. But now we have the situation where the salesgirl and the buyers as well are confused. That is, if we study the sales picture intelligently, much, much worse. And no longer can we set up an inventory control or budget our appropriations.

Excise Sales Tax

"There are three more points on which I would like to touch. First, we are delighted to see the return by some lines of hard hitting, sound advertising of their basic items. This we find a welcome move.

"Secondly, as I mentioned a few moments ago, I want to leave with you a thought about the price tag itself. I hardly need say that we, as retailers, would like relief from the excise sales tax. I am more cognizant of this handicap than even before and like most of you, I felt that the Christmas business was hampered to a staggering degree by resistance to the sales tax.

"Due to our close contact with our selling organization we were made painfully aware of the fact that many, many sales were made up to the point of saying 20 percent tax. This means that the merchandise is not the advertised price but 20 percent more. The salesgirl might just as well say it as bluntly as that. If we are to compete successfully for the consumer's dollar, we must find a solution to this problem.

"You are all aware, I imagine, of the aggressive merchandising done by volume—and not only volume—jewelry houses; they have incorporated the tax into the price, therefore, instantly giving to the customer the total cost to her.

"We have investigated this procedure thoroughly in the midwest and found that these houses have been quite successful in their merchandising program. This inclusion of tax in the price of toiletries may not be the answer to the resistance we must all, if we are honest, admit we are encountering, but we suggest that it bears consideration.

Program of Operations

"I think it is definitely time for manufacturers to come down out of the clouds until they are called up there and get down-to-earth in their planning, their advertising and their operation. And I may be wrong, but I think it might be wise for all manufacturers to study their program of planning, of operation, of advertising, to determine one thing. Is it aimed at the consumer or actually designed to impress the competitor or the salesgirl or the store buyer with how fashionable you are?

"I have one final question I think manufacturers, advertising directors and publicity people ought to ask themselves. Does the razzle-dazzle of fashion tie-ins and Fifth avenue windows blind you to the value of that enormous solvent and steady market that lies west of the Hudson river?

"There are many instances in which merchants west of the Hudson believe that this is the case. There are a lot of consumer's dollars west of the Hudson—but the manufacturer will not get his share of them by gearing all his advertising and his merchandising operation to the special needs and fashion fancies of Fifth avenue."

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Douglas Urges Delivery of Quality Merchandise

—*Continued from page 39*

packaging and in energetic competition, and last but emphatically not least, an oppressive, inordinately high peacetime excise tax."

Retailers Too Complacent

Mr. Douglas said he felt that the retailing section of the industry has taken too complacent an attitude towards its toilet goods business. It has become accustomed to having attractive volume producing promotions laid in its lap as a package, he said.

"In many instances," he declared, "it is failing to extend to its toilet goods departments the effort, the thinking and the advertising that have made members of this section highly successful general merchants.

"Every retailer should realize that his toilet goods department is an integral part of his store. It serves his customers and any reaction, favorable or unfavorable, on the part of his customers will be towards the store rather than towards the manufacturer of a product purchased.

Complete Backing Necessary

"Every article purchased fits into one of two categories. It is carried to supply a demand—if so, it should be given the amount of display and advertising its turnover and profit warrant—or it is bought with the idea of promotional effort. If the latter is the case it should be given the complete backing necessary to accomplish complete results.

"There should be no mental reservation at the time of purchase that the manufacturer will take it back to protect his good will and trade marks. Returns are terribly uneconomical for all and eventually the increased costs they occasion are reflected in the price the consumer pays.

"During the past few years many of us who manufacture have grown a little soft and also a trifle complacent. Sure, we developed big businesses. Most of those businesses had foundations of hard work, sound thinking mixed with ideas. Probably many of us look upon our past few years of high success and the good will we have created as a fat bank account to be drawn upon as we desire.

"Let's stop kidding ourselves. We are in an era of inflation. Those bank accounts won't buy as much as we might have imagined. Let's get back closer to the hard facts of life and again put into our individual businesses the keen competitive spirit, the intense thinking and the willingness to venture that have made this a truly great Industry.

"Last year I held forth at some length on the subject of the 20 percent excise tax. At that time the actual figures on industry sales did not seem to bear me out. Unfortunately, during the past year developments have to a large extent substantiated my thinking and even more unfortunately the figures added support.

Paul H. Douglas

"It is placing us at a terrific disadvantage in the eyes of our consumers. This tax is in fact the equivalent of an additional income tax but lacking its merits through the inequity of its application.

"If our government needs revenue, and that is a matter of simple determination, let it review the existing excise tax situation, determine the amount of revenue needed, and devise a tax that will accomplish the purpose fairly and justly, insuring all industries an equal opportunity to grow, to prosper, and ultimately make their proper contribution to the welfare and strength of our nation."

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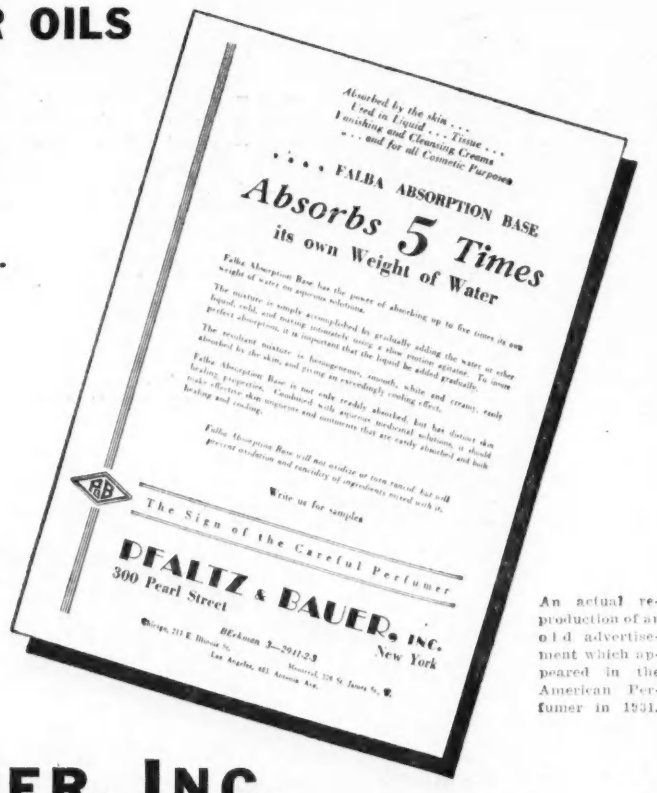
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Active Sulphur Compounds Detection Method Viewed

A method developed in the Coty laboratories for the quantitative detection of active sulphur compounds, was described

Santy M. Croce

to the scientific section by Santy M. Croce, analytical chemist at the laboratories.

It was said to be especially useful in determining the concentration of tarnishing compounds present in wrapping materials for silver and other metals. The mechanics of the method are similar to those of the Gutzeit test for arsenic, he said, but the apparatus was modified slightly to eliminate certain sources of error.

In the presence of zinc and hydrochloric acid, the sulphides, sulphites and thiosulphates will evolve hydrogen sulphide, according to Mr. Croce, and this passes up through an adsorption tube and reacts with a paper strip, sensitized with lead acetate solution, to produce a stain.

The paper declared the length of this stain is proportional to the concentration of sulphur in the generating flask. A concentration of one-millionth gram of sulphur will produce a definite readable stain, it was said, and slight differences in concentrations of sulphur are readily detectable.

Shockley Describes

—*Continued from page 39*

payment of invoices. The physical appearances of a majority of their stores are up-to-date, in fact, their stores are often the most modern in a community.

"Although this mechanical aspect of chain variety stores is offset by the potential enterprise of the independent retailer, variety stores have over a period of sixty years established themselves firmly as a very important segment of the business economy in the United States."

Looking at the variety store market statistically, Mr. Shockley said that today sales run well over $2,000,000,000 and there are approximately 17,000 stores. The chain type of stores, he added, total a little over 7,000 in number and do approximately 90 percent of the total variety store business.

In regard to cosmetic and toiletry sales, Mr. Shockley said that by the most reliable estimates the whole variety field turned in a volume of between $170,000,000 to $200,000,000 last year.

"I think you will agree," Mr. Shockley said, "that this is a market that represents real future potentials for any of you suppliers. And, very significantly, this cosmetic and toiletry volume represented the second largest number of unit sales of any market. In other words, more customers buy cosmetic and toiletry items in our stores than in any other.

Influence on Teen-Agers

"There is one unique angle that I would like to emphasize and that is the influence that variety stores have on forming the cosmetic habits of teen-agers. As we all know, the average girl, as a child, accompanies her mother quite often when she shops and all children love nothing better than to be taken to the 5 and 10.

"While the youngster may, at first, be more interested in toys, dolls and picture books than she will be in cosmetics, the important thing is that she becomes familiar at an early age with the variety store cosmetic lines and then, because of her limited pocket money, usually buys the small sizes in the chain variety stores when she first starts going in for make-up.

"I wonder if enough manufacturers of cosmetics and toiletries have recognized the educational and sampling value in our type of stores for the women of tomorrow.

"Now for our store operations as they relate to the toilet goods department—as most of you know, we locate our stores only in 100 percent retail locations. We pay the highest rentals because we want the highest customer traffic. And the toilet goods department in our stores is always in the front-of-store in this high-traffic store location.

"Of particular importance to you manufacturers—and a point that is often overlooked—every cosmetic and toiletry item stocked in our stores is on display every business day of the year. We do not permit any merchandise (except reserve stock) to be placed under the counter.

"In short—in every important city and town—at the highest, most expensive traffic center—in open display—your merchandise can be for sale—without deals, without pushes, without excessive returns, without any but your normal aggressive consumer advertising."

Mr. Shockley declared that the chain variety stores appeal to the 60,000,000 to 80,000,000 wage earners comprising the mass market. To serve this mass market, he said, variety stores are interested in low unit-priced but quality cosmetics and toiletries in a large volume.

"I have a few suggestions I would like to offer to step up cosmetic and toiletry sales," he said. "First, it must be conceded that the 20 percent Federal tax is a restraining factor in producing sales increases. This tax should be lessened.

"Secondly, fair trade prices must be carefully screened so that they reflect true values to the customers, as well as protect the manufacturers' and retailers' normal profits. Fair trade prices must not be used to make and maintain excessive profits. There is a limit of value on anything and the general public will not pay excessive prices.

"Advertising can lose its value if a customer feels she is paying too much for an item. The customer will either buy less of this brand to be economical or will change to another brand; therefore, be realistic in pricing.

New Items Wanted

"Cosmetic and toiletry sales increases come through new items or the introduction of higher-priced lines at popular-priced levels. Frankly, there have not been sufficient new items submitted recently. All Toilet Goods Buyers are aware of the constant necessity of trying new items to possibly hit on a winner.

"There is almost a sixth-sense involved in picking cosmetic and toiletry merchandise successfully. The recent lack of a sufficient number of new toilet goods items from which the buyers could select and promote has been destructive in building sales. Anyone can throw together a poor selling cosmetic or toiletry item. But it takes a good mentality to pre-judge the selling merit and consumer acceptability of a new item in advance and emerge with only a fractional percentage of error.

"The buyers and manufacturers must complement one another. We need more new ideas and more new thought from the manufacturers and we need more aggressiveness on the part of the toilet goods retailer in salesmanship and display. Merchandise promoted is merchandise on the move!

"The approaching Summer Season presents an unusual opportunity to watch fashion trends and feature those items being currently advertised in a big way. We have found that advertising keeps a cosmetic or toiletry item going—the lack of advertising stops it!

"We have found that in cosmetics and toiletries, stores must buy and display the brands their customers want. If a customer likes a particular brand of cosmetics or toiletries, a full counter feature of another brand won't change her buying preference for her favorite brand. Only advertising plus display or actual defective merchandise will make her change brands."

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Perfume Chemistry Syntheses Reviewed by V.G. Fourman

Dr. Victor G. Fourman, president of the Syntomatic Corporation, New York, described the reactions of ionones in order to show how the methods of organic chemistry are used in the study and syntheses of aromatics of interest to the modern perfume chemist. He presented examples of various researches in this field from the time that ionone first was synthesized until the recent synthesis of irone.

Dr. Fourman discussed the uses of ionones and reviewed some of the work being carried on at the Chamdler Laboratories of Columbia University. This research included the establishment of the true structure of ionene. Ionene was obtained from ionone by a method of catalytic dehydration in which iodine was used as the catalytic agent, Dr. Fourman reported, and added that this method of dehydration had never been previously applied to compounds of the ionone type.

The view that ionene is a hydrocarbon with a benzenoid configuration and not a terpene type was confirmed when investigators at the laboratories were able to sulphonate and to nitrate this substance, according to the paper. Later, it added, other investigators were successful in accomplishing the synthesis of ionene, using meta-xylene as the starting material, and this established the true nature of ionene.

Ruzicka Irone Lecture Summarized by Frascati

A summary of a lecture given by Dr. L. Ruzicka before the Society of the Chemical Industry of Paris on April 20 on the subject of the constitution and synthesis of irone, was presented to the scientific section by A. T. Frascati, technical director of Firmenich & Co., New York.

Dr. Ruzicka described the many efforts made since 1890 to describe the chemical nature of this important perfumery material and to find a method of synthesizing it that would make it commercially practical. He himself, together with many other renowned chemists and particularly the staff of Firmenich & Co. of Geneva, struggled with the problem for more than thirty years.

It was pointed out that the search had long ago led to the discovery of ionones, which contributed a great deal to the perfumery industry as we know it today.

Irone was even more desired because it is not only the odor principle of Florentine orris-root, but has at the same time a strong resemblance to the perfume of violet flowers. It is moreover, sweeter and more delicate than the ionones.

The paper outlined the laborious progress made step-by-step in uncovering its secret and described the experiments that finally brought success to these researchers. Samples of the irone recently synthesized in the laboratories of Firmenich & Co. in Switzerland were shown to the audience during the reading.

Petrolatum Consistency Characteristics Viewed

The great strides accomplished by the toilet goods industry in offering to the consumer public highly developed and varied products is worthy of special mention, according to a paper presented by Martin Ganzler and Hans J. Miller, of Chesebrough Manufacturing Company.

"This enviable position," the paper declared, "could only have been achieved by constant investigation for knowledge and information about every ingredient."

Discussing the consistency characteristics of petrolatum, the authors declared it is used in many preparations, such as cold cream, vanishing cream, nail cream, solid brilliantine, and lip sticks.

After the consumer has favorably reacted to the color and the odor, the next reaction is to the consistency, which is a measure of the degree of firmness. Because consistency in petroleum jelly is variable under different conditions, the characteristic is one of the least understood properties, it was stated.

The authors investigated the reasons for variable results when petroleum jelly is tested for physical properties. With the information obtained they proposed a test for determining the consistency of petrolatum.

They described the method in detail with all the factors of technique taken into account which have been found to contribute results. The proposed method was said to have been found reliable in testing for the uniformity of consistency in the manufacture of petroleum jelly for a period of four years.

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TGA New Research Program Underway

—*Continued from page 45*

activity in the chemical industry in the production of new substances with potentially great usefulness to the toilet goods industry, but of which the physiological characteristics have not been fully ascertained. The same thirty years have seen a profound change in the understanding, character and appreciation of research by the manufacturer.

"Thirty years ago the majority of investigations in which I was asked to take part as an unbiased observer originated as the result of some accident, some untoward occurrence, with definite implications of legal damages.

"A manufacturer, let us say, had developed, advertised and marketed a cleaning fluid of undoubted excellence. After six months of successful sales he was, to his consternation, confronted with an outbreak of liver disease among his employees and among some users of his product.

"We were then asked to make a toxicological study of the product in an effort to find out, in the exaggerations which always surround such circumstances, what were the actual dangers in the use of the product.

Research Before Marketing

"As time went on this situation altered and we were increasingly asked to ascertain the presence or absence of potentially dangerous effects before the product was marketed. This was a seemingly obvious step but it was not always easy, some years ago, for the manufacturer to see the obviousness, for many manufacturers had, and with some justification as I shall explain at length in a moment, certain skepticisms about research even at this lowest level of practicality.

"Among what I shall choose to call more progressive manufacturers, a third type of research gradually developed. It was of a more constructive nature. It was research designed to ascertain not only the safety of a product but its comparative potentialities for doing the things for the consumer that the manufacturer hoped it would do.

"In this same category was the manufacturer who wished a similar and comprehensive investigation made of products he had long presented for sale, first, to substantiate, if possible, his belief in their virtues, and, second, to find a means of improving the products.

Manufacturers Cooperation

" A still further extension of this constructive research has been of quite recent development. It is group research by a number of manufacturers interested in common basic products. It is a cooperative venture in which the findings are shared by each manufacturer and also by the public. It is the most economical of all research, since it prevents costly duplication and it does not prevent the individual manufacturer from making additional research investigations of a special nature. It aids him by supplying the basic information.

"As I noted a moment ago, there has been some reluctance on the part of many manufacturers to go enthusiastically into research ventures. My sympathy is with them. Research is something which should be ventured into only after careful deliberation and careful planning. There is nothing more futile or more costly than glorified research entered into in the mistaken belief that research—just the machinery of research—is the answer to all problems. It is not.

"There would be less reluctance to undertake investigative research, and there would be far less extravagant expenditure of money to little practical return, if the basic principles of research were better understood.

Need Designed Plan

"Research of itself does no thinking; it gives back no more thought than is put into it. Investigation is not an end in itself; it is only a tool. As a tool it is only to be used economically and successfully when there is a clearly defined need for its use and a carefully designed plan to guide its use.

"When there is no specific question that can be framed precisely, research becomes that most expensive type known as fundamental research. Such research gives free scope to the investigator to find out what new facts he can regardless of the bearing of these facts. This type of research occasionally yields the basis for the greatest advances in science, for from it, when successful, comes the knowledge of broad scientific principles.

"It is this sort of research that gave us the knowledge which made possible the construction of the atomic bomb. It is this sort of research that is being done today in the search for the genesis of cancer. Its aims are the highest but its costs are prodigious and the chances of failure enormous. It is the sort of research in which few industrial organizations, unfortunately, have the capital to invest.

"My discussion is not concerned with this type of research intended to disclose once in a generation a basic truth. I am concerned with research that has some practical application to the less remote, less philanthropic, interests of the manufacturer.

Points Way to Progress

"This practical type of research again is not an end in itself. It gives answers and it points the way to progress, but only when the question to be answered is carefully framed and the plan for reaching the answer carefully designed. Both question and answer are of utmost importance in any program of research.

"He who embarks on research without a defined question, and without an economical and direct plan, will take a costly and often unsuccessful voyage—and often, as a result, he will blame the cost and failure on research. Also, he who fails to ask the question, fails to apply for its answer the method of research, will find that in a progressive and competitive age he is standing still while others who think and seek go ahead.

"Let me exemplify what I mean by an inadequate question and planning with an instance that recently came to my attention. The manufacturer had a question —a seemingly clear and simple question. He also had a plan which was far from clear, simple and practical. It was the sort of plan which is taught to young men in college who expect to employ the elaborate, meticulous and exacting techniques of fundamental research.

"The gentleman in question was the manufacturer of a new plastic out of which toys were to be made. He wisely and sincerely wanted to be absolutely certain that his product would in no way harm his young customers who might bite it, break it, and swallow it. He had what seemed a simple and logical question—how toxic is this substance? He also had a plan which had been prepared for him by a technical research department of high competence but a little unfamiliar with the principle of industrial physiological research.

Determining Toxicity

"He submitted it, graphs and all, to us. It was designed to determine what degrees of toxicity in the product were compatible with the daily use of the product over certain periods of time. In short, the treatment was that which one would logically give to a substance of definite toxicity to be used in industry within certain limits of allowable concentration.

"The primary defect of the question was that it assumed *a priori*, some degree of toxicity and was concerned with tolerance, even to the third generation of a colony of rats sufficiently large to be statistically valid. To carry out the plan would have cost many thousands of dollars and several years of time which we did not want to give to such a problem.

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"We suggested, as tactfully as possible, a preliminary study at little cost and of short duration—an investigation planned to a seemingly minor rephrasing of his question: has this material any toxicity; is any of it absorbed; does it cause any damage even when swallowed in massive doses daily?

"A month later, at an insignificant cost, we were able to inform him that his product was totally inert to every body fluid, inactive on every body surface and entirely harmless except as a mechanical obstructant if a child swallowed the whole toy.

"The point that I am attempting to make here is that research is not a complicated and elaborate ritual. It is a tool —just as mathematics is a tool—that may be used to answer questions, to solve problems. The major thought is applied not in the research but in framing the question which the research is to answer and in developing the plan by which reresearch can yield the answer.

"Now do not get the idea that I am attempting to discourage research—quite the contrary. The manufacturer of today who has no question to ask is not fortunate, as you might think; he is only nonobservant or complacent.

"The industry today, or the association of industries, which fails to have a constructive and progressive program of research will inevitably fall behind the times, will inevitably be forced into the non-constructive, non-progressive investigative work which attempts to evaluate damage after it has occurred.

"Very often the first and most logical step in any program of research is research to find out what needs finding out. That is, a program to form a program. In its inception, that is precisely what the program of the Toilet Goods Association has been set up to accomplish. It is my feeling that its originators are to be congratulated that they have approached the problem of group research in this astute way.

"I shall outline the program in a moment, but let me here again digress on another but pertinent aspect of such research. A part of all research is to bring together the known facts in their proper perspective. Although this is a primary step in any investigation, in some instances it is of essential importance in itself.

"Such is true when the critical and complete presentation reaches the public —a public which for the Toilet Goods Association includes the physician, the chemist, the manufacturer and the legislature. Such research establishes no new facts, it does not and cannot alter present knowledge, but it can alter present beliefs and errors by producing all the facts and by placing them in their proper context.

"Let me illustrate this point. Suppose there were reported within a short period of time in the medical journals, and correspondingly in the lay press, three instances of severe dermatitis from some ingredient in a toilet preparation. These three isolated but concurrent instances would dominate the prevailing interest and information—might indeed represent it entirely—in public opinion in regard to this particular substance.

"But suppose, to the contrary, there were readily available a complete and unbiased review of the entire literature on this substance that gave not a one-sided view on this substance as formed by an immediate striking occurrence, but, instead, the complete picture; that gave chapter and verse to the fact that the three instances were contrary to the common experience of many millions of other users.

"Such a perspective would do much to give the balance that prevents an alarmism that is extremely difficult to overcome when it has become developed.

Survey of Literature

"Again, the first and basic step in any research toward new use, new application or modification of a product, is a survey of the literature to find out what is known so as to find out what is not known. Such literature is widely scattered and often difficult of access. It is a time-consuming and difficult task to gather it together. If several manufacturers independently carry out this task for the same substance, there is much duplication of effort and expense.

"The research program of the Toilet Goods Association has as its first objective the preparation of a critical review of the literature of some 1,200 substances used in the industry, the names of which were submitted by the various associated industries.

"Our task in this program is first, to review the entire literature dealing with these substances to determine the extent of current knowledge on them with particular reference to their action on the skin, mucous membranes and eyes, and their general toxicity. The search of the literature can be far more efficiently carried out for a large number of substances simultaneously than for single substances in succession.

"This search is being made under the direction of a scientist by a staff of trained reviewers who, among them, are able to cover all languages in which scientific articles are written. In the search the facilities of the University libraries, the library of New York, the Library of Congress and the trade libraries are employed.

Summaries Being Made

"From the reviews, summaries are made. These summaries are concise and critical and will give all the pertinent information; they will also give an adequate bibliography for anyone who wishes greater detail. And, finally, they will be arranged alphabetically in encyclopedic form.

"These summaries will be preceded by chapters of text dealing with the anatomy, physiology and pathology of the skin and of the process of individual susceptibility, hypersusceptibility and allergy. The whole will be published as a manual which will be available for the information of the manufacturer, the physician, and any other interested individuals.

"It is planned further to keep information in the manual up to date by publication of yearly supplements on substances given and with the addition of substances of recent importance in the toilet goods industry.

"At the present time the review work is well advanced and the project as a whole is about one-third completed.

"Earlier in this talk I have implied that I am perhaps a little critical of the approach, often followed in industry, toward physiological research in which the assistance of a university is asked in cooperation and particularly critical of the frequent failures to define the problem to which the tool of research is to be applied

"A critical review of the literature is a first step in defining any problem in research. When, in addition, such a review may have an inherent usefulness in itself, the combination is indeed fortunate. I feel strongly that the Toilet Goods Association has shown great wisdom in defining the program of this initial research program.

Stearic Acid Variations Investigated by Brown

Commercial stearic acid was a reasonably well defined commodity in domestic commerce when the term referred only to the solid acids obtained by pressing of

Robert F. Brown

tallow fatty acids, Robert F. Brown, sales service supervisor of Emery Industries, Inc., told the scientific section.

Today, however, he added, the term is applied to solid fatty acids of widely different composition resulting from new and different methods of manufacture.

Mr. Brown declared that these variations in composition of commercial stearic acids naturally produce variations in the performance of organic stearates prepared from them. In addition, he said, there are many other variables in the composition of stearic acid esters, such as free fatty acid, free alcohol and mono-ester contents.

Such variations in both classes of products, he added, warrant the users' most careful consideration with respect to performance as a function of known composition; assured uniformity of composition from shipment to shipment; and dollar value in finished product formulations.

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Soap Irritation Properties Testing Methods Described

Dr. John A. Killian and Dr. M. Elizabeth Marsh, of the Killian Research Laboratory, presented a paper on methods of testing irritant properties of soaps upon skin, in which they described several series of experimental studies which have been carried out over a period of ten years.

Critical examinations of results of these investigations lead to the conclusion that no one procedure is adequate to minimize the irritant effect and, at the same time, to maintain or enhance the detergent properties of soaps, the authors said.

"However", they continued, "supplementation of one procedure, which is adaptable to large groups of subjects chosen at random, by a second method which is practicable for only small numbers of selected subjects may provide sufficient information as a reliable basis for appraisal of local effects of a soap product upon human skin.

Conditions of testing discussed in the report included time of contact of the soap solution with skin; concentrations of the soap in aqueous solutions; areas of skin which are more or less sensitive to the local effects of soap solutions; the necessity of observing actions of the soap solution on both relatively insensitive and sensitive areas of skin, and the numbers of both tests and subjects requisite for significant results.

The report presented experimental data demonstrating influences of both extrinsic factors upon the apparent irritant effects of soap solutions. Some of the factors considered were seasonal variations in responses of subjects' skins to the same soap solution; the alkalinity of the soap solution, and comparative irritant effects of different fatty acids.

Detergent Action Factors Reviewed by G.E. Barker

G. E. Barker of the central Research Laboratory of Atlas Powder Company, Wilmington, Del., presented a paper on detergents, in which he described them as a class of a broader group of materials generally designated as surface active agents. They derive their importance, he said, from their ability to modify the surface properties of water and other liquids.

According to Mr. Barker, the following are the most important of the factors involved in detergent action:

Decreasing the interfacial tension between the surface and the detergent solution; solubilizing soil in the detergent solution; emulsifying and deflocculating the soil in the detergent solution, and preventing the redeposition of the soil by the detergent solution.

Non-ionics, Mr. Barker said, have unique properties of their own which are important in their evaluation. He gave as examples their compatability with water of any hardness, their general non-irritating properties, and their decrease in solubility with increasing temperature.

It has been found, he declared, that non-ionic detergents increase greatly the detergency of various anionic detergents, and increase the solubility of the anionics at low temperatures and in hard water. He presented charts and graphs to show these effects.

Mr. Barker stated that the non-ionic surface active agents are finding increased use in commercial laundering, dish and bottle washing, and compounding built and specialty detergents for such applications as home laundering, dry cleaning, skin cleansing, and so forth. He discussed the latter field in greater detail with emphasis on the application of non-ionics in skin cleansers, hand cleansers and shampoos.

Lipscomb Details

—Continued from page 50

Merchandising Portfolio and in the acetate envelopes are selling sheets on all sales calendar promotions for that week. Most of the salesmen will work many other lines in addition to this portfolio, but this is his first selling job each call.

"Toilet goods have a prominent place on our sales calendar. Every week our calendar program either lists a new toilet goods promotion or instructs the sales managers to select and feature one or more toilet goods items that need local selling attention.

Promotional Selling Used

"We feel that our toilet goods volume depends more upon promotional selling than do most of our lines. We are teaching our men that unless we promote and merchandise toilet goods we cannot expect our retail customers to do so. If our customers do not sell the goods, we do not get the business. To sum it up, we are planning, and expecting, to do a better selling job on toilet goods, and to increase our sales volume.

"At this point you might ask the question—Will this wholesale activity result in increased toilet goods sales by retail druggists, or will it simply divert some present direct-to-retailer sales volume through wholesale channels? Or, to put this question another way, what is the outlook for cosmetic sales in competition for the consumer's dollar in retail drug stores?

"It is our opinion that retail drug stores will increase their toilet goods sales, will increase their share of the consumer purchases of these goods, will increase the percentage of total store sales which is represented by toilet goods (now 10.5 percent) and will be in the years ahead a major factor in helping you to increase the percentage of the consumer dollar which is spent for toilet goods.

Bettering Distribution

"In conclusion, I would like to pass along a few suggestions to those of you who are interested in better distribution through wholesalers.

"1. To get wholesale selling support, have a clearly defined, strong distribution policy. Your policy should give the wholesaler an opportunity for volume and profit, the policy should be clearly stated, understood by all, and firmly adhered to.

"2. Have one executive with wholesale experience, or who has worked closely with wholesalers, to maintain your wholesale contacts and help work out your promotions.

"3. In establishing new policies, working out new deals or promotions, developing dealer helps, get suggestions from McKesson's New York and regional staffs and other wholesalers.

"4. In setting up deals and promotions, there has been a tendency in this industry to weaken their salability by slipping in sleepers—items which have not been very successful, or new items which do not have an established demand and which need a different promotional approach.

"5. Design promotions and sales helps as simply as possible, so that they can be presented to the average consumer by the average drug clerk.

Study Space Problem

"6. Study the retail drug store's space problem, his facilities for merchandising your line, and the percentage of his sales and profits produced by toilet goods. Then design promotions and sales helps so that they will not require a disproportionate amount of space or time.

"7. One of the most effective parts of wholesale selling is the showing of samples, at least six or eight items on every call, primarily toilet goods and sundries. Keep this in mind when planning promotions. Let us help you to develop small units, trays, or cases for our men to carry.

"8. It seems to us that in competing with other industries for the consumer dollar, you must keep producing new types of merchandise, new creations, new ideas, new selling plans, as many of you are doing. A good example is home permanent waves. The biggest department in the drug store is pharmaceuticals, which is growing tremendously on account of research and now product development—streptomycin, folio acid, penicillin, etc. It is estimated that penicillin represented over $100,000,000 sales last year at wholesale prices.

"9. Remember that wholesalers and retailers need more product knowledge and selling information—and most of us realize it. One of the wholesaler's advantages is that retailers should not be so much concerned about buying a few cents cheaper as about learning better how to merchandise and sell toilet goods."

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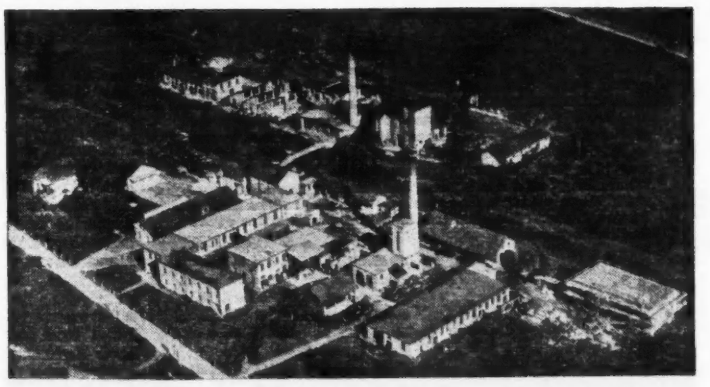

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Essential Oils, Other Aromatics

Essential oils and aromatic chemicals were both on the weak side of the market in New York last week, as seven oils and one aromatic came down in price. There was only one advance, and that was in bois de rose, Brazil. The weekly price index was down 1.6 points below the level of the previous week.

Buying, for the most part, was still being done in only small quantities, partly because consumers were expecting further declines in price and partly because most goods were readily available and there was no further need to stock up with large quantities of merchandise. Buyers seemed to have come away from the practice of laying in large inventories, although some supply houses felt that should there be a flare-up of political troubles abroad, buying might again start on a heavy basis.

Some sellers felt that the weather might be the key to improved Summer trade. Recent cool periods had, to a large extent, retarded sales of flavorings used in soft drinks, ice cream and other seasonal confections. Inquiries were being made, but because of the weather, only a part of them were being followed up by orders.

Citronella oil, which ordinarily would be in good demand at this season, was not moving any too well. Again, part of the reason was the weather, but the other part was the new chemical compounds that have claimed a good part of the market for mosquito repellents.

Foreign trade was not at especially high levels because of political troubles and the scarcity of dollars abroad. Trade with India was reported to be negligible and activities between this country and China were slow. Commerce with Switzerland was sluggish, but some quarters of the industry expected that trade with Italy would increase soon as a result of the recent elections in that country.

Market Trends

Prices Advanced

Bois de rose oil, Brazil, 5c. per lb.

Prices Reduced

Juniper berry oil, domestic, 25c. per lb.
Lavender oil, spike, Spanish, technical, 35c. per lb.
Mustard oil, synthetic, USP, 10c. per lb.
Ocotea cymbarum oil, 8c. per lb.
Patchouli oil, $1 per lb.
Phenylethyl alcohol, 60c. per lb.
Spearmint oil, 35c. per lb.
Wormwood oil, 25c. per lb.

Comparative Price Indexes

(100=August 1, 1914)

Last week.	Prev. week.	Last month.	Last year.
128.9	**130.5**	**135.8**	**198.0**

(For Current Prices see Page 9)

Essential Oils

Anise—Prices for both the Russian and Chinese oils remained firm during the past week, and the market was without particular feature regarding supply and demand. The Russian USP was being quoted at $3.25 to $3.75 and the Chinese at 75c. to $1.25. A recent release from the Department of Commerce indicated that this country imported 9,240 pounds of anise during January, which was considerably below the total imports of 41,160 for the previous month.

Bergamot—Imports of this oil during the month of January were markedly up over the imports of the previous month, it was revealed in a recent announcement of the Department of Commerce. In December of 1947, this country took only 6,191 pounds of the material from abroad, but in the following month the total climbed to 18,484 pounds. The market for the oil in New York was quiet last week. Supplies were adequate and demand, while not brisk, was at fairly good levels. The price range for both the artificial and the natural Italian remained unchanged.

Bois de Rose—An increase of 5c. a pound was noted for the Brazilian oil on the New York market last week, bringing the lowest quotation available up to $2.90. The change was generally regarded as bringing prices into line with the present market rather than as a reflection of any changed conditions in either production or demand. Supplies of the item were said to be plentiful and most sellers reported that they had in recent weeks found the item in a good demand. Imports during January, it was revealed by the Department of Commerce, fell somewhat below those of the previous month. For the first month of the year they totaled 34,838 as compared to 47,253 for the month previous.

Cassia—This oil was in a quiet position last week on the New York market, with prices remaining firm and the supply and demand pictures largely unchanged. During December of 1947, 6,300 pounds of the material were imported by this country, according to recent information from the Department of Commerce, but during the following month none came into the country.

Cinnamon—The bark and leaf oils were both firm as to price last week on the New York market and conditions in supply and demand remained largely what they had been for some time past. The bark oil was quoted at $40 to $60. The leaf from Ceylon was quoted at $1.50 and from Seychelle at $1.20. Imports of leaf oil during January fell off considerably from the total brought into the country during the previous month, it was reported recently by the Department of Commerce. During December of 1947 there was a total of 11,206 pounds imported but during the month following the amount brought in aggregated only 7,889 pounds.

Citronella—The Ceylon and Java oils last week held their own on price. The former was being quoted at 80c. to $1.05 and the latter at $1.35 to $1.75. Imports of the material during the month of January showed an increase over imports during the previous month, according to figures released by the Department of Commerce. During January a total of 198,167 pounds was brought into the country, compared to 151,815 pounds that were imported during the month preceding it.

Clove—Imports of this oil were on the upswing during the first month of this year, the Department of Commerce recently revealed in announcing that a total of 68,094 pounds were brought into the country during January, while during the previous month there were no imports of the oil accounted for. Last week the product was in a quiet position on the market in New York. The price range remained unchanged at the former listing of $1.30 to $1.70 and the supply and demand situations were largely what they had been during the weeks immediately preceding.

Eucalyptus—There were no imports of this oil received in the United States during January, according to recent information from the Department of Commerce. During the month previous, however, imports totaled 42,811 pounds, and since the end of January have been coming into the country in fairly good quantity. The supply and demand situation last week was largely unchanged from the previous week and prices remained firm. The USP rectified, 80-90 percent was quoted at $1.05 to $1.45. The 70-80 percent was bringing 80c. to $1.30.

Geranium—Imports of this oil climbed from 441 pounds in December of 1947 to 2,604 pounds in January, according to figures released recently by the Department of Commerce. Last week the market for the oil was generally quiet in New York. The Algerian continued to be quoted at $14 to $21 and the Bourbon at $9.50 to $15. Supply and demand remained largely what they had been in weeks past. There were no quotations available for the oil of Russian origin, and this material was still just about impossible to obtain since there had been no offerings of any consequences made by the USSR in the recent past.

Juniper Berry—A decrease of 25c. a pound was noted for the domestic oil during the period under review. One supplier announced a new price of $6, although another house was still asking as much as $12.25 a pound. There were no particular changes in the supply and demand pictures.

Lavender—The flower oils remained firm in price on the New York market last week. The French, 38-42 percent ester was still going for $4.25 to $10.15 a pound and the 30-32 percent ester was being sold at $2.85 to $3.10 a pound. The quotation on the Russian was $11.75 but there was little of this item available, since the cessation of offerings by the USSR some time ago. The spike, Spanish, technical, came down in price from $1.75 to $1.40 on the New York market last week. During January of 1948, the Department of Commerce reported 16,797 pounds of flower oil were imported by the United States as compared to 13,126 pounds during the previous month. The spike oil fell off considerably during January, however. In that period there were only 17,749 pounds

For Late Market Developments, See Page 4

of the oil brought into this country, as compared to the total of 40,130 pounds that were imported during December of 1947.

Lemon—The Weather Man was again playing hob with the market for this and other citrous oils used as flavorings in soft drinks. A generally retarded Spring had caused a considerable lag in the production of warm weather beverages, but suppliers of the necessary flavorings were waiting for a break in the weather which would result in increased sales. The various oils in this group held firm on price last week. Supplies were generally good and demand was fairly good considering the weather. During the week 750 cases of the oil came into this country from Messina. Imports of the oil picked up to a total of 22,584 pounds in January of this year as compared to 7,760 pounds in the previous month, according to figures recently released by the Department of Commerce.

Lemongrass—One drum of this oil reached the United States last week from Cristobal, but otherwise the market was quiet and prices held to their recently established level of $1.35 to $2.30. During December of 1947, the Department of Commerce reported recently, 35,011 pounds of this oil were brought into the United States but during the following month the imports dropped down to 22,067 pounds.

Lime—Two drums of this oil arrived in New York last week from Puerto Plata but otherwise the market was quiet and sellers were waiting for a more favorable turn in the weather, which they expected would increase their sales of the material to the manufacturers of soft drinks. Prices on the various oils in this group were unchanged during the period under review. The Department of Commerce reported recently that imports of lime oil amounted to 23,297 pounds in December of 1947 but fell off to 7,285 pounds during the following month.

Mace—There were no changes in the price structure for this item last week and the supply and demand pictures remained about the same. The only feature of the market was the arrival of 104 cases from Macassar.

Mustard—The price of the synthetic USP dropped from $1.45 to $1.35 on the market in New York last week. Supplies were reported to be good, but demand was not at particularly high levels.

Ocotea Cymbarum—A decrease of 8c. a pound was noted for this product last week on the New York market, bringing the lowest available quotation down to 52c. The item was reported to be in good supply but there was only a mild interest being shown in demand for it.

Orange—Prices held firm for the various oils in this group last week, and the principal interest being shown by sellers was in weather conditions. They had anticipated an increase in sales at about this time for flavorings used in the manufacture of soft drinks, but the lateness of the season had held back activity among the bottlers, and the hoped for break in the weather was going to be the determining factor in a pickup in sales. During December of 1947, this country imported 40,789 pounds of this oil, according to figures recently released by the Department of Commerce, but during the month following, imports totaled only 4,528 pounds.

Patchouli—A new price of $9 a pound was announced for this product last week, which was $1 under the previous listing. Some quotations were still as high as $45, however, and the spread in price was attributable to the various qualities and places of origin of the oil. It was reported by the Department of Commerce that during December of 1947, 3,273 pounds of this material were brought into the United States, but in the month following the figure dropped to 2,844. Supplies were still at good levels, however, but there was not a great deal of interest being shown by buyers in taking on replacement orders at this time, since there was not a particularly heavy demand for the goods.

Petitgrain—Nine drums of this material reached New York last week from Port au Prince, but otherwise the market was featureless and prices held firm at their previously established levels of $3.10 to $4.30. During January of this year, according to figures released recently by the Department of Commerce, imports of the material by the United States totaled 32,567 pounds, while during the month before the importation of the goods reached only 20,455 pounds.

Rosemary—There were no changes in price for any of the items in this group last week. Supply and demand were in about the same relationship that they had been in for some time past. Imports of the material dropped in January below the figure established during the preceding month, according to a recent announcement from the Department of Commerce. In January the goods brought in totaled only 5,521 pounds as opposed to the importation of 53,456 pounds during the previous month.

Spearmint—The price for this material dropped from $7.50 to $7.15 on the New York market last week. Supplies were sufficient to meet the demand.

Thyme—The market for this material was quiet in New York last week, and prices held firm at the previous levels. During January of 1948, it was reported by the Department of Commerce, imports of the material totaled 1,325 pounds. During the previous month, the department said, there were no shipments of the goods made to this country.

Vetiver—A drop to 792 pounds of imports of this material in January was noted in recent Department of Commerce information. This figure compared to 1,800 pounds in the previous month. In New York during the past week the market for the item was quiet and prices held to their previous levels.

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25c. a pound last week on the market in New York, to establish a new price of $8.50. Otherwise the market was quiet and the supply and demand relationship remained largely what it had been for some weeks past.

Aromatic Chemicals

Amyl Salicylate — The price range of 77c. to $1 remained firm for this item during the period under review. Supply houses in New York reported good demand for it. Supplies were somewhat limited but not enough to cause any serious pinch.

Cetyl Alcohol — Some suppliers last week reported that this item was in very good demand, but despite the interest in it prices remained firm at the old level of $1.75 to $2.85. Stocks on hand did not reach great quantities and some supply houses were a bit concerned about filling orders immediately.

Cinnamic Aldehyde—There was little interest shown in this item on the market in New York last week, and prices remained firm at their old level of 82c. to $1.25. Demand for the item did not reach high levels, and although stocks were not particularly abundant, they were sufficient to meet all ordinary demands.

Cinnamic Alcohol — There were no changes in the price schedule for this item reported in New York last week. Quotations remained at $2.80 to $3.55. There was a good demand for the item, but supplies were not at especially high levels, although there was enough of the material available to accommodate normal orders.

Citronellol—Supplies of this item were at good levels during the period under review, but demand for it was reported to be only about fair. There was no reported change in the price range of $3.85 to $4.75.

Geraniol — Both the 92-96% and the prime held to their previous levels on price during the past week, the former being quoted at $3.40 and the latter at $2.75. Both were reported to be in a good position as to supply, although there was not a great deal of interest in buying being shown.

Geranyl Acetate—Supplies of this item were reported to be at fair levels during the period under review, but demand was only small and most dealers were encountering no particular difficulties in filling orders. The price range remained unchanged at the previous listing of $3.35 to $3.90.

Linalool — With supplies of the raw material plentiful, producers of the ex bois de rose were having no trouble in producing enough of this material to satisfy the market last week. Demand, however, was somewhat limited. Despite this condition, prices held firm at their former levels of $4.50 to $6.85.

Musk—The continuing shortage in the metacresol situation was still having its effect on the manufacture of the ambrette musk. Some slight easing in the condition had been reported, and while this helped the situation it was not sufficient to make the product as freely available as producers wished to see it. The material was still being quoted at the previous listing of $5.65.

Phenylethyl Alcohol—A general price cut was noted for this item during the period under review, bringing the lowest available quotation down to $1.50, which was 60c. below the previous listing. This figure was for lots in cans and bottles. In drums it was available for $1.40. Demand for the material was reported to be at good levels, and supplies were fairly good, although some producers stated that they had had some difficulties in recent weeks in keeping their manufacturing facilities working at a level sufficient to satisfy the market.

Aromatic Chemicals 1947 Import Totals Reported

Imports of flavor and perfume materials derived from coaltar totaled 20,892 pounds in 1947, according to the chemical division of the United States Tariff Commission. Principal supplying countries were Switzerland, the United Kingdom and Canada, with quantities also coming from the Netherlands, Belgium and Mexico. Breakdown of the thirty-nine items imported during the year, in pounds, follows:—

Amylcinnamaldehyde	35
Argeol	4
Auranol	5
Benzyl acetate	130
Benzyl acetone	7
Benzyl benzoate	9,178
Benzyl cyanide	10
Benzyl salicylate	62
Bromestyrene	10
Butylphenol	4
Butylquinoline	2
Centiol	4
Centiol acetate	5
Cinnamyl alcohol	66
Coumarin CNC extra	830
Dimethyl anthranilate	59
Dimethylbenzyl carbinol	5
Dimethylbenzyl carbinol acetate	16
Diphenylmethane	4
Ethylvanillin	59
Heliotropine crystals, extra	373
Tydrotropic alcohol	11
Ketone V	7
Linalyl phenylacetate	1
Methylbenzyl carbinol	1
Methylbenzyl carbinol acetate	1
a-Methylindole	5
Methylphenylacetaldehyde	1
p-Methylquinoline	5
Musk ambrette	1,699
Musk ketone	100
Neroli oil, synthetic	32
Phenylacetaldehyde	47
Phenylethyl alcohol	923
Phenylhydroxyethanol	5
Saccharin powder	3,240
Skatol	3
Vanillin	3,748
All other	7
Total:	
Quantity	20,892
Value	$83,777

Seeley & Co. Moves Offices to Nyack

Seeley & Co., essential oils and aromatic chemicals, New York, has transferred its administration and general management offices to its plant at 1 Main street, Nyack, N. Y. Telephone number at the new location is Nyack 435, but calls originating in the boroughs of Manhattan, Bronx, Queens and Brooklyn, New York, can be made direct by asking the operator for Enterprise 6447.

The company will continue to maintain a sales coordination office at its old location, 136 Liberty street, New York. Telephone number at the New York office is Rector 2-1140.

Stange Appoints Ad Agency

William J. Stange Company, manufacturer of food seasonings and food colors, Chicago, has appointed the Western Advertising Agency, Chicago, to handle its direct mail, trade and technical publication advertising.

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Cosmetic Chemists

—Continued from page 7

which is headed by Dr. Curt P. Wimmer, of the College of Pharmacy of Columbia University, was given. It was indicated that the committee will be prepared at the organization's December meeting to present the first medal to the person adjudged to have contributed most to the field of cosmetic chemistry during the year.

The cosmetic chemist is responsible for seeing that advertising claims for a product do not misrepresent the proven scientific facts about the product, according to William L. Hanaway, of the law firm of Breed, Abbott & Morgan, New York.

"Product claims must be founded upon incontrovertible facts which have been accumulated by recognized scientific procedures," Mr. Hanaway said, and added, "the manufacturer or the advertising agency may dress up these facts in a verbal 'new look' to give them the maximum sales appeal.

"However," he continued, "both the manufacturer and the advertising agency, and, of course, their legal advisers, must depend upon the cosmetic chemist to see to it that puffery, within a reasonable latitude, has not misrepresented the findings which have been obtained for the product by either competent analysts or experimentalists."

Drawing on his experience in adjusting differences between agencies of the Federal government and manufacturers and advertisers, the speaker cited decisions and rulings of the Federal courts and the Federal Trade Commission to illustrate the policies and attitudes of the FTC and the Food and Drug Administration in reference to claims included either in labeling or in advertising.

In order to properly substantiate product claims, Mr. Hanaway stressed the importance of maintaining complete and properly documented laboratory records. These records, he said, should be complete in themselves, and should leave nothing to either the chemist's memory or the reader's imagination.

Correct Scenting of Cosmetics

A. L. van Ameringen, of van Ameringen-Haebler, Inc., New York, presented a paper entitled "The Correct Scenting of Cosmetics", which discussed the topic from the moment that a scent is submitted to a manufacturer for use in his cosmetic, and pointed out some of the important factors which influence an intelligent choice.

He pointed out that for a cosmetic which forms a part of the complete make-up, the scent must be considered from the standpoint of the complete make-up, whereas if the cosmetic is a cleansing or corrective preparation, entirely different factors have to be considered in order to give the consumer utmost satisfaction.

Other factors which Mr. van Ameringen discussed were the type of odors most desirable in a cosmetic is marketed in more than one scent, and the relationship of selling price to odor value.

Radioactive Tracers Discussed

In discussing the application of radioactive tracers to research in dermatology, Dr. Richard K. Thoms, of E. R. Squibb & Sons, New York, gave a brief summary of the action of radioactive isotopes in animal organisms, and detailed the methods by which they may be used to aid the research chemist.

He said that although the principal use of radioactive tracers has been by the biochemists, they may be used to study the efficiency and effects of soaps and detergents on the skin. He described a study made in the Purdue University School of Pharmacy of the residues of a series of sodium alkyl sulphates remaining on the skin after their use as skin detergents, and detailed the results of the study.

A report on the technological aspects of lanolin was presented by Ivar W. Malmstrom, of N. I. Malmstrom & Co., Brooklyn, N. Y. Mr. Malmstrom described the chemical properties of lanolin and spoke of its application in cosmetic preparations. He also spoke of the various methods of recovering lanolin and gave details of the relative efficiency of each.

Cosmetic Drugs Described

The active drug ingredients in cosmetic products were discussed by Dr. Herman Sharlit, of New York, with special emphasis of the relationship of the medical profession to the cosmetic industry brought about by the definition of cosmetic drugs in the Federal Food, Drug and Cosmetic Act.

The speaker presented a complete history of the estrogenic cosmetic creams from the standpoint of their impact upon both the medical profession and the public, discussed the pharmacological effects of these products and expressed his conviction of their value. He also discussed the chemical characteristics and effects upon the skin of the ozonides.

Cosmetic Industry History

Florence E. Wall, consultant, New York, spoke on methods and results of research into the history of the cosmetic industry. She said that information on the historical background of beauty culture starts with literary sources common also to medicine, pharmacy and perfumery, and that a fairly good continuity can be established to its present position as a recognized branch of technology and industrial education.

Related information, she said, is found in the fields of anthropology, ethnology, archeology, physiognomy and the history of art, and she warned against wandering too far afield into dermatology, pharmacology and related branches of science. The line of demarcation, the speaker said, should be set at whatever affects the appearance, and the scientific and artistic care of only the well body.

Hormone Creams Used

In speaking on "The Uses and Abuses of Hormone Creams", Dr. Joseph H. Morton, of New York, gave details of the helpful and harmful effects of the application of estrogen and progesterone in a variety of cases and under a variety of conditions. He reviewed cases and clinical conditions which have responded favorably to the application of these compounds, either topically or parenterally, and warned of the possibly harmful results of indiscriminate use of the compounds under certain conditions.

Germicide Testing Methods

Dr. Eugene F. Traub, of New York, presented a paper reporting on the methods used in testing a germicide incorporated in soap. He said that after in vitro studies had been successful, the first step in the procedure was to do a large series of patch tests with the new material to determine whether it would prove a skin sensitizer.

Then, he continued, washing experiments were undertaken, using a modified Price technique, and "striking results were obtained in reducing and maintaining low bacterial counts on the skin surface as a result of the regular daily and exclusive use of the new material incorporated in ordinary toilet soap."

Finally, he said, experiments were done to show that the preparation did not form a film which would retain a large number of live bacteria beneath it, and also to show that the remarkably lowered resident flora following the use of the product in soap had not resulted from bacteriostasis, but from the actual killing of the organism.

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Drugs and Fine Chemicals

Menthol continued to be a factor in lifting the drug and fine chemical market price index—and the only influence in that respect in the market during the past week. As the result of a further rise in quotations on that article, the index rose 0.5 point to reach 253.5, a level prevailing also exactly a year ago.

For the most part, the trading period just ended was one lacking in events so far as prices were concerned. It was a period of stability with respect to most quotations, a condition that also found reflection in the stabilized demand for most products.

Demand still remained a factor not exerting a deal of pressure on the producers or suppliers of numerous commodities. A let down in high pressured request continued to prevail, though, of course, the market had some exceptions to that general situation. Among some of them were numerous solvents, the call for which was brisk and the supply of which was certainly not overwhelming. There was a relatively tight situation in numerous petroleum derivatives and there certainly was no surplus of synthetic methanol. Alcohol produced from blackstrap molasses was possibly a trifle on the side of unsettlement and some alcohol derivatives had shed the strength formerly their most prominent adornment.

News from Brazil forecast 1948 production of caffeine and theobromine between 120,000 and 150,000 kilos. It also indicated 1948 production of menthol would probably not exceed 200,000 kilos and less would not surprise because of the large carryover.

Codliver was an article of substantial strength and foreign news featured the small production in 1948, especially in comparison with record output in 1947. Also, 1947 imports into the United States dropped 3,708,390 gallons from the 1938 prewar import of 5,228,637 gallons—a fact suggestive of how much codliver oil was used in Europe where other fats and oils were scarcer than scarce.

Acetophenetidin — Activity was not overly large in terms of new business but a steady drift of orders limited as to size accompanied the delivery of earlier commitments to keep the market to a firm, well sustained basis.

Acid, Ascorbic—Demand was well maintained at levels prevailing in the recent past with the result that market undertones were generally steady and prices still well stabilized in the absence of competition worthy of the name.

Acid, Aminoacetic—Prices have not changed since the first of the year and despite added firmness in some raw materials, signs of quotations on this acid being lifted were lacking during the past week. Demand was all it had been of late, plus an added quantity that lifted the general market into firmer position.

Acid, Citric—Spring has been late in arriving at that time when seasonable weather usually increases deliveries of this article, particularly to the bottled beverage trade. Cold, wet and unseasonable weather has counted against normal expansion of sales. Pricewise, the market retained all of its long-time stability.

Acid, Hydrobromic—Firmness in raw material prices counted in maintenance of an equally firm position for this acid. Demand was normal in volume and deliveries were on a satisfactory basis.

Acid, Mandelic—No further reduction has hit prices on this material but the more favorable price position has not changed total volume demand very much. Buyers took goods as wanted in the more competitive market and the general undertone of trade was steady.

Acid, Tartaric—Movement was fair. Buyers bought close to requirements but the total of their takings was sizable and tended to hold the market generally steady. Also, the recent, if only slight, rise in the cost of argols tempered any late tendency toward price unsettlement in the case of domestic manufactured material.

Alcohol—In general, demand was well maintained in volume and came steadily from manufacturing consumers. In the main, the market seemed to have gained something in the way of competition but it lost nothing in the form of prices quoted last week by the suppliers of pure and denatured material. Needs of industry had some tendency to rise and it was felt that the broadening of rearmament in this country may result in an increased consumption of industrial alcohol required in bringing rearmament to fruition. For the time being, at least, it was expected that current price schedules would be maintained.

Market Trends

Prices Advanced

Menthol, 15c. per lb.

Prices Reduced

Rutin, 5½c. per gram.

Comparative Price Indexes

(100=August 1, 1914)

Last Week.	Prev. week.	Last month.	Last year.
253.5	253.0	252.2	253.5

(For Current Prices see Page 9)

Aloe—The market has developed no unsettlement on spot of late nor has that in the primary origins changed in favor of buyers of shipment goods. Firmness characterized prices and steadiness ruled demand.

Aloin—This product of aloe reflected the situation prevailing in raw material. Demand for aloin was reported as being fully routine last week, consisting of the usual call for prompt deliveries and reaching a virtually normal volume of transactions.

Ammonia Benzoate—The supply was not overly abundant and it was insufficient to bring about any easing of the virtually strong price position prevailing in the article for a long time past. Undertones were very firm and seemed likely so to continue, in the opinion of the trade.

Ammonia Biborate—Since the schedule of prices was set at the turn of the year, quotations on this material have been solidly stable and the market was believed to be well supported by a normal consuming request.

Amyl Acetate—As yet, no changes in price have been announced on this article manufactured from fusel oil. Some other products of distillation and manufacture connected with alcohol production have been lowered but amyl acetate remains a very steady article that exists under equally steady consuming requirements.

Antipyrene—Reports of new production were current during the past week, the same to take place at a plant at Hawthorne, N. J. where full production from newly developed equipment is expected. The article has been in short supply for a long time past and additional supplies should find a warm welcome from consumers long accustomed to delays and restrictions in deliveries.

Argols—Local information brought no notice of further advances in the replacement prices on this commodity. The foreign markets, however, were declared to be steady in all respects and that condition was expected to continue for a reasonable amount of time.

Bismuth Metal and Salts—The market over the past month has pursued an even way in which demand was reasonably stable in character and about normal in size. Metal continued to be very firm in price and accumulation of a substantial unsold inventory of supply.

Brucine—Stocks were still relatively light since they were not being replaced substantially by imports from abroad—imports having always played an important part in providing consumers with suppliers. Prices held firm.

Caffeine—According to reports from Brazil, 1948 production of caffeine and theobromine may reach 120,000 to 150,000 kilos. April 1 stocks were negligible this year. Brazilian 1947 exports totaled 86,000 kilos and during the first ten months, the United States took 12,975 kilos. Argentina was the next largest buyer, taking 14,080 kilos. Switzerland was third in order of receiving goods, importing 10,500 kilos.

Castor Oil—Demand was still something of a laggard on spot but quotations on the article failed to move further in favor of buyers during the past week. Nor were prices at the origins more favorable; they were possibly a trifle more stable, at least at midweek.

Arrivals of castor beans totaled 38,305 bags, or 5,745,750 pounds last week, comparing with 12,730 bags, or 1,090,500 pounds in the previous week and 22,141 bags, or 3,421,150 pounds in the corresponding week of 1947.

Total arrivals since January 1 this year became 575,537 bags, or 86,330,550 pounds,

For Late Market Developments, See Page 4

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against 715,552 bags, or 107,332,800 pounds in the corresponding period of 1947.

Cocoa Butter—Conditions continued to develop along lines more favorable for buyers of this commodity. Open quotations were not lowered further but they seemed still to be rather soft and subject to some bending out of the vertical from time to time.

Codliver Oil—The European press continued to emphasize the disappointing results in the fish catch and to stress the belief that the production of oil would be small. According to reports in this country, total imports of this oil in 1947 were 1,520,247 gallons, valued at $3,195,469, against 5,228,637 gallons, valued at $3,326,496 in 1938, the last prewar year. By sources, the 1947 imports were as follows:—

	Gallons	
	1947	1938
Iceland	624,713	1,102,823
Norway	379,748	1,725,170
Newfoundland	256,915	216,790
Canada	129,296	154,635
United Kingdom	74,250	630,946

In passing, it might be recalled that 1947 production at all origins brought a total output that exceeded figures of the past. The above figures also suggest the extent to which other countries of consumption compete with the United States for output.

Corn Syrup—The late decline that put this syrup down to the basis of $6.95 per 100 pounds was not extended. Demand changed little when the price dropped and the movement was said to be fair.

Cream of Tartar—The somewhat firmer position of raw material continued to prevail last week and this derived product proved to be at least steady so far as prices were concerned. Movement into consumption was about normal and the supply covered present needs.

Ephedrine—Considering the season of the year, demand was remarkably good and the very steady movement of fair sized production was accompanied by steady well supported price schedules.

Ethyl Acetoacetate—Demand was normally active. Prices were possibly a thin shaving unsettled but suppliers made no open reduction in official schedules during the past week.

Fishliver Oils—In general, the market was on the firm side with demand reasonably active for the higher potencies all of which were maintained in steady price position. Arrivals of oil in the first two months of 1948 totaled 651,199 pounds, valued at $1,458,745. Chief sources supplying the oil were:—Canada, 465,107 pounds; Argentina, 89,404 pounds; Japan, 16,667 pounds, and Cuba, 58,647 pounds.

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Receipts in 1947 by leading origins were as follows:—

	Pounds
Canada	470,507
Argentine	270,382
Mexico	139,102
Japan	59,394
Union of South Africa	46,313
Chile	38,293
Panama	24,963

Total 1947 imports were 1,159,248 pounds, valued at $4,591,887, which compared with 2,560,061 pounds, valued at $5,170,777 in 1946.

Glycerin—Prices held steadily at the schedules recently in force. Soapmakers' oils recently developed an upward trend which, of course, would have a strengthening influence on the values of glycerin recovered from soapmaking operations and the need for crude glycerin would be added strength in the basic position of the market. Furthermore, the fact that soap prices went down recently would tend to make the byproduct more valuable in producers' opinions if not in market price actualities. Demand for glycerin changed little and business continued good.

Hydrogen Peroxide—Both 27 percent and 35 percent materials were in good request and were not too readily obtainable in quantities. Prices were firm at 16½c. to 18½c. per pound for 27 percent in carboys East of the Mississippi river, and at 18¾c. for 35 percent in tanks within the same territory.

Magnesia—Calcined material was in good request and ruled at very steady prices during the past week. A deal of stability prevailed both as to demand and quotations, this in the absence of competition.

Magnesium Carbonate—Stability ruled the market. The call was well stabilized at recent volume and quotations were also solidly maintained at levels prevailing since the turn of the year. Supply was reported to be sufficient for the current needs of manufacturing consumers.

Menthol—Brazilian production in 1947 totaled 313,000 kilos, which compared with 475,326 kilos in 1945, evidence of the drop in business since the heavily expanded Brazilian industry or war times encountered the ending of the war and the beginning of the return of more normal conditions. Stocks at the end of 1947 were estimated as 150,000 kilos. Brazil uses only 5 percent of her production. Output in 1948 was not expected to exceed 200,000 kilos and may be less because of the relatively large carryover. Production facilities exist to increase present production by more than 100 percent.

The spot market reflected something of this reduced production in Brazil by continuing to advance, reaching $8.75 per pound last week and showing considerable strength thereat. Unless production costs in Japan and China prevent, it would appear that expanding competition from those sources would undermine the Brazilian position further.

Mercurials — The schedule lacked change, nor was any suggested to be in the making regardless of the relatively low price position of basic raw material which, last week, was not lower but also no firmer despite the closing down of domestic mines. The European cartel raised its quicksilver price $2 per flask at midweek.

Milk Powder—Sales were reported less and buyers' resistance more. Latest reported purchases by the Department of Agriculture were 54,000 pounds of spray process skimmed milk powder at 14¼c. per pound for May 20 delivery. Total offerings were 933,500 pounds and there remain 20,010,210 pounds to be purchased. Also, 390,000 pounds or roller process material were bought at 13½c. per pound, f.o.b. the middlewest. Remaining to be bought were 1,482,950 pounds.

Potassium Borate—Stability has governed prices on this article since they were setup at the turn of the year and during the past week demand continued to display equal stability to the end that the market was called very steady in all respects.

Potassium Citrate—The well stabilized market on citric acid reflected in the position of this material. Demand was merely for the prompt requirement of a normal number of buyers but trade was done at firm prices and the market lacked elements of competition.

Quinine—Arrivals of cinchona bark, mainly for the account of domestic manufacturers of quinine, totaled 84,000 pounds in the first two months of 1948. It was valued at $12,021. Guatemala furnished 76,796 pounds and Peru 7,024 pounds. Total imports in 1947 were 2,323,605 pounds, valued at $661,453 and exceeded the 1938 figures of 974,519 pounds of $73,149 value. Leading sources of bark were:—

	Pounds
Guatemala	973,673
Netherlands Indies	865,686
British Mayala	465,604

In 1938, most bark came from the

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Netherlands Indies. Production of quinine in Java during January this year totaled 282,000 kilos against 1,000 kilos in January, 1947.

The figures indicate a rapid progress, especially during the second half of 1947, which reflect both the number of estates in running condition and the volume of commodities produced. In quinine, one estate was reported running in 1947 but in 1948 there are eighteen estates in production.

Rutin—Indicated as a probable development some time back prices on this material were reduced last week to the basis of 24c. to 29c. per gram. The full schedule became as follows:—10 kilo lots, 24c. per gram; 5 kilo lots, 24½c.; 1 kilo lots, 25c., and 500 gram lots, 29c. These lower prices will apply on all shipments from May 15 on.

Nux Vomica Output Of India Reported

Recent reports from India indicate that the 1948 harvest of nux vomica is expected to be about 2,100 tons, compared with between 2,000 and 2,500 tons produced during 1947. Trade sources in India attribute the falling of nux vomica production to the continuing large-scale felling of nux vomica trees for fuel.

Exports from the Madras consular district during the last half of 1947 totaled 448 tons, of which 65 tons, valued at 19,298 rupees, were shipped to the United States. From the Calcutta consular district 40 tons were shipped to the United States during the six month period, and from the Coromandel coast the United States received about 25 of the 70 tons exported.

Van Dusen Elected President Of Okla. Drug Travelers Inst.

The Oklahoma Drug Travelers Institute elected A. J. Van Dusen, of the Silas Wootton Company, president at its recent annual meeting held in Oklahoma City. Other officers named by the organization were:—Vice-president, George M. Moore, Eli Lilly & Co.; second vice-president, Peter Waterfield, B. C. Remedy Company; third vice-president, A. Semtner, Semtner Sales Company, and secretary and treasurer, Julius A. Falke, Merck & Co.

Darsyn Corp. Opens New Antipyrine Plant

Darsyn Corporation, Hawthorne, N. J., has completed a new plant and has installed newly-developed equipment for the production of antipyrine. The company expects that commencement of full production at the new plant will materially aid the fulfillment of the considerable demand for this item.

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Brazil Lists License-Free Pharmaceutical Products

The government of Brazil has issued a list of pharmaceuticals which are exempted from the provisions of the law placing imports and exports under prior license. Included on the list are:—

Adhesives and plasters; caffeine and salts; cocaine and salts; codeine and salts; morphine and salts; quinine and salts; strychnine and salts; theobromine and salts; other alkaloids; medicinal extracts; medicinal tinctures; compressed tablets and pastils, medicinal; medicinal pastils and troches; medicinal pills and coated tablets; capsules, granules and similar products; medicinal injections.

Also, organotherapeutic medicines, substances and products; colloidal metals and metalloids; previous metals in chemical preparations; "Creoline" and similar products; "Lysol" and similar products; nutritive and dictetic preparations; purgatives; serums, vaccines and similar products; medicinal balsams and pomades; medicinal elixers, liquers, wines and sirups; medicinal oils and emulsions; medicinal teas; glucosides; medicinal drops; medicinal soaps; ascorbic acid, and other vitamins and pharmaceuticals not otherwise specified.

Mexico Adds Six Products To Narcotics Classification

The government of Mexico has added six pharmaceutical products to its list of preparations which are considered to be narcotics and which may be purchased only with a prescription signed by a registered medical practitioner. The products added to the narcotics list are merpiridine hydrochloride, "Demerol," "Dolosal," "Dolantol," "Petidine," and "Amidon." Compounds containing any of these products are subject to the same restriction.

Trade Briefs

Fishliver oil production equipment has been ordered by the government of Poland from Swedish manufacturers.

Codliver oil production in Norway is expected to fall off due to the disappointing catch during the current fishing season, according to a recent report.

Drugs, herbs, leaves and roots exported from Hong Kong to the United States during the first two months of 1948 totaled 25,550 pounds, valued at $26,652.

Bristol-Myers Company offering of $10,000,000 of 3 percent debentures has been oversubscribed, according to Wertheim & Co., underwriter, New York.

Cinchona bark exported from Ecuador during the first ten months of 1947 was valued at 334,776 sucres. Quinine and derivatives exported during the same period were valued at 1,422,156 sucres.

Dr. Herbert W. Taylor, head of the literature research department of Smith, Kline & French Laboratories, Philadelphia, recently addressed a group of Philadelphia high school science teachers on "Functional Drugs."

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GLUCOSIDES — DRUG EXTRACTIVES

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ESERINE
HOMATROPINE
HYDRASTINE
HYOSCINE
HYOSCYAMINE
LOBELINE
OUABAIN
PHYSOSTIGMINE
PICROTOXIN
PILOCARPINE
QUASSIN
RUTIN
SALICIN
SANGUINARINE
SANTONINE
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SPARTEINE
STROPHANTHIN
STRYCHNINE
YOHIMBINE

1948

INLAND ALKALOID COMPANY
MANUFACTURING CHEMISTS
TIPTON INDIANA U.S.A.

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Imports at United States Ports

New York Imports

AMYRIS OIL—1 dm, Dodge & Olcott Co, Coastal Messenger, Port au Prince

ANILIN COLORS—48 cyls, Sandoz Chemical Co, Washington, Le Havre
26 dms, Textile Dyes, Inc, American Forwarder, Manchester
6 kgs, L R Organic Prod Co, American Forwarder, Manchester
44 dms, Geigy & Co, Aardijk, Rotterdam

ANNATTO—57 bgs, J A Manton, Coastal Messenger, Kingston
91 bgs, Gillespie & Co, Coastal Messenger, Kingston

ANTIMONY ORE—605 bgs, Phillip Bros, Inc, Maipo, Talcahuano
215 bgs, Assoc Metals & Minerals Corp, Santa Elisa, Antofagasta
1,262 bgs, So American Minerals & Merchandise Corp, Santa Elisa, Antofagasta

ARGOLS—318 bgs, Tartaric Raw Materials, Inc, Exhibitor, Casablanca
286 bgs, American Cream of Tartar Co, Marine Leopard, Naples

ARSENIC, POWD—25 dms, Chase National Bank of N Y, Batory, Gdynia
104 bbls, Cia Minera Asarco S A, Cape Race, Tampico

ASAFETIDA GUM—16 cs, S B Penick Co, Marine Leopard, Hongkong

BABASSU KERNELS—1,666 bgs, Agwiking, Havana

BALSAM—58 cs, Dodge & Olcott Co, Hunter Victory, Manaos
10 dms, Dodge & Olcott Co, Cape Avinof, Cristobal
2 dms, Chas E Griffin Co, Cape Avinof, Cristobal

BARBASCO ROOT—191 bls, Westinghouse International Elec Co, Santa Luisa, Callao

BAUXITE ORE—3,161 tons, American Cyanamid Co, Samona, Everton

BEES WAX—11 bgs, Schutte & Focke Co, Agwidawn, Trujillo City
184 blocks, Exhibitor, Aden
80 blocks, Mercantile Metal & Ore Corp, Exhibitor, Djibouti
88 blocks, Eastern Mohair & Trad Co, Exhibitor, Djibouti
117 blocks, Wax & Rosin Prod, Exhibitor, Djibouti
84 blocks, Exhibitor, Djibouti
106 bgs, Nyhaug, Istanbul
53 bgs, W R Grace & Co, Santa Elisa, Talcahuano
45 bgs, E A Eromund Co, Santa Elisa, Talcahuano
19 bgs, Banco de Chile, Santa Elisa, Valparaiso
80 bgs, Duncan Fox & Co, Maipo, Talcahuano
80 bgs, S Zeitlins & Sons Co, Mormacswan, Paranagua

BERGAMOT OIL—25 cs, Bank of the Manhattan Co, Executor, Messina
10 cs, Guaranty Trust Co, Executor, Messina
100 cs, Executor, Messina

BERYL ORE—500 bgs, J W Hampton Co, Hunter Victory, Cabedello

BETANAPHTHOL—200 dms, Sterone Corp, Norwalk Victory, Antwerp

BONES, CATTLE—352 cs, The Hershey Co, Executor, Venice
132 cs, Wagner Bros Feed Corp, Executor, Venice
40 cs, Hinton & Co, Executor, Venice
2 lots, Geck Trading Co, Seatrain New Jersey, Havana

BONEMEAL—1,278 bgs, American Agric Chemical Co, Steel Director, Bangkok

BUCKTHORN BARK—8 bls, R J Prentiss Co, Executor, Trieste

BUTTONLAC—180 bgs, Exhibitor, Calcutta

CARAWAY SEED—50 bgs, Interport Commercial Co, Arthur Fribourg, Amsterdam
150 bgs, R J Spitz Co, Arthur Fribourg, Rotterdam
400 bgs, Louis Furth Co, Arthur Fribourg, Rotterdam
100 bgs, C M Van Sillevoldt Co, Arthur Fribourg, Rotterdam -
350 bgs, Arthur Fribourg, Rotterdam
100 bgs, Catz American Co, Aardijk, Rotterdam

CARNAUBA WAX—80 bgs, W M Allison Co, Mormacsea, Salvador
33 bgs, Simonia N Y, Mormacsea, Salvador
35 bgs, Stein, Hall & Co, Mormacsea, Salvador
56 bgs, Mormacsea, Salvador
68 bgs, Strahl & Pitsch Co, Mormacsea, Salvador
62 bgs, Frank Hnos Co, Mormacsea, Salvador
124 bgs, Agwiking, Havana

CASHEWNUT OIL—138 dms, Irvington Varnish & Insulator Works, Seatrain New Jersey, Havana

CASHEWSHELL OIL—508 dms, Irvington Varnish & Insulator Co, Loide Cuba, Santos

CASTOR BEANS—290 bgs, Reuben Import Export Co, Steel Director, Bangkok
879 bgs, Spencer Kellogg Co, Coastal Messenger, Port au Prince
925 bgs, Baker Castor Oil Co, Coastal Messenger, Port au Prince
4,402 bgs, Spencer Kellogg Co, Hunter Victory, Recife
6,400 bgs, Baker Castor Oil Co, Hunter Victory, Recife
7,378 bgs, Baker Castor Oil Co, Mormacsea, Salvador
12,939 bgs, Baker Castor Oil Co, Loide Haiti, Rio de Janeiro
3,400 bgs, Baker Castor Oil Co, Mormactern, Santos
1,694 bgs, Chase National Bank, Mormactern, Bahia
4,950 bgs, Baker Castor Oil Co, Loide Cuba, Santos

CELERYSEED—175 bgs, W E Martin Co, Exhibitor, Bombay
175 bgs, Becker Mayer Seed Co, Exhibitor, Bombay
435 bgs, Marine Leopard, Bombay
172 bgs, William R Martin Co, Marine Leopard, Bombay

CHAMOMILE FLOWERS—60 cs, Dr Karl Lander, Executor, Trieste
120 cs, S B Penick Co, Executor, Trieste

CHROME ORE—3,023 tons, Frank Samuel & Co, African Planet, Lourenco Marques
2,500 tons, E J Lavino Co, African Planet, Lourenco Marques

CHRYSAROBIN—8 cs, S B Penick Co, Agwiking, Havana

CINNAMON QUILLS—200 bls, Joensson & Cross Co, Macharda, Colombo

CITRONELLA OIL—12 dms, Leise Maersk, Colombo
11 dms, National City Bank of N Y, Leise Maersk, Colombo
35 dms, Volkart Bros, Leise Maersk, Colombo
2 dms, Fruit Dispatch Co, Persian Knot, Barrios
10 dms, LoCurto Funk Co, Persian Knot, Barrios
20 dms, H A Southern Co, Persian Knot, Barrios
21 dms, Volkart Bros, John S Mosby, Colombo
15 dms, LoCurto & Funk Co, Elysia, Puerto Barrios
10 dms, H A Southern Co, Elysia, Puerto Barrios

CLOVES—2,150 bgs, Gillespie & Co, African Planet, Durban
599 bgs, Chas T Wilson Co, African Planet, Durban
305 bgs, Art G Dunn & Co, African Planet, Durban

COCOA BUTTER—600 bbls, Ernest Adler Co, Fredrika, Ilheos

RESIDUE—6,825 bgs, Maywood Chemical Co, Blommersdijk, Rotterdam

COLUMBITE ORE—1,372 bgs, E J Lavino Co, Tai Yin, Lagos

COTTON LINTERS—21 bls, Williamson Northrup Co, Mormactern, Santos

CRESYLIC ACID—185 dms, Scottish Prince, London
25 dms, Westinghouse International Elec Co, American Forwarder, Manchester
97 dms, American Forwarder, Manchester
194 dms, Bakelite Corp, American Forwarder, Manchester
50 dms, Reinhart Chemical Corp, American Forwarder, Manchester
385 dms, Monsanto Chemical Co, American Forwarder, Manchester
225 dms, American Forwarder, Glasgow
78 dms, Fred P Caskell & Co, Aardijk, Rotterdam

CYANIDE, PRECIP—5 cs, Irvington Smelting & Refining Works, Santa Luisa, Puna
10 cs, American Metals Co, Santa Luisa, Puna

DAMMAR GUM—350 bgs, Internatio Rotterdam, Furman Victory, Singapore
1,610 bgs, O G Innes Corp, Marine Leopard, Singapore
292 bgs, S Winterbourne Co, Marine Leopard, Singapore
350 bgs, American Cyanamid Co, Marine Leopard, Singapore

DIVI-DIVI—194 bgs, Cortes Trading Co, Cape Avinof, Cristobal

DRAGON'S BLOOD—10 cs, P A Hunt Co, Leise Maersk, Penang
1 cs, E Miltenberg, Inc, Marine Leopard, Singapore

EARTH COLORS—80 cks, Reichard Coulston, Inc, Aardijk, Antwerp
40 cks, Wedeman & Godnicht Co, Aardijk, Antwerp

ESSENTIAL OILS—1 cs, Schimmel & Co, Goya, Antwerp
15 cs, Gerard J Danco Co, Executor, Messina

FENUGREEK SEED—108 bgs, Marine Leopard, Bombay

FLEASEED—65 bgs, E Meer Corp, Marine Leopard, Bombay
439 bgs, Peek & Velsor Co, Marine Leopard, Bombay
40 bgs, J L Hopkins Co, Marine Leopard, Bombay
65 bgs, W E Martin Co, Marine Leonard, Bombay

FUEL OIL—161,600 bbls, Esso Export Co, Esso Raleigh, Caripito
10,000 bbls, Asiatic Petroleum Corp, Santa Rosa, Curacao

GHATTI GUM—494 bgs, Innis, Speiden Co, Marine Leopard, Bombay
228 bgs, Paul A Dunkel Co, Marine Leopard, Bombay
114 bgs, Intra Mar Shipping Co, Marine Leopard, Bombay

GINGER—74 bgs, R J Prentiss Co, Coastal Messenger, Kingston
26 ctns, S Solomon Co, Agwiking, Havana
1,849 bgs, Fulani, Freetown
300 bgs, SCOA Manchester, Fulani, Freetown
163 bgs, Superintendence Co, Fulani, Freetown
100 bgs, Volkart Bros, Inc, Fulani, Freetown
600 bgs, Barclays Bank, Fulani, Freetown

GLUESTOCK—299 rolls, J Gorvers, S S Santa Sofia, Barranquilla
96 bls, Chase National Bank of N Y, Bowmonte, Buenos Aires
160 bgs, Nicholson & Co,

GRAPHITE—500 bgs, Central Hanover Bank, Leise Maersk
500 bgs, Central Hanover Bank, Exhibitor, Colombo
750 bgs, Asbury Graphite Mills, Exhibitor, Colombo

GYPSUM—2,527 tons, National Gypsum Co, Oddvar II, Walton
367 bgs, L A Salomon Co, American Forwarder, Manchester
10,511 tons, United States Gypsum Co, Gypsum Prince, Huntsport

HERBS, MEDICINAL—20 bls, S B Penick Co, Blommersdijk, Antwerp
46 bls, Peek & Velsor, Elmira Victory, Genoa

ILMENITE SAND—2,000 tons, Rare Minerals & Metals Co, Fredrika, Victoria
2,500 tons, National Lead Co, John S Mosby, Kollthottam

KARAYA GUM—307 bgs, Gold Medal Haarlem Oil Co, Marine Leopard, Bombay
466 bgs, Jacques Wolf & Co, Marine Leopard, Bombay
200 bgs, Wm M Allison Co, Marine Leopard, Bombay

KYANITE ORE—320,768 lbs, Macharda, Calcutta

LEAD ORE—4 cartons, So American Minerals & Merchandise Co, Santa Elisa, Callao

LEAVES, MEDICINAL—21 bls, S B Penick Co, Executor, Trieste

LEMON OIL—600 cs, Bank of Manhattan Co, Executor, Messina
100 cs, Brown Bros-Harriman Co, Executor, Messina
10 cs, Chase National Bank of N Y, Executor, Messina
40 cs, Executor, Messina

LEMONGRASS OIL—1 dm, Orbis Products Co, Cape Avinof, Cristobal

LICORICE ROOT—5 bls, Peek & Velsor, Executor, Trieste

LIME OIL—2 dms, Citrus & Allied Essential Oil Co, Agwidawn, Puerto Plata
90 cs, Dodge & Olcott Co, Mormactern, Port of Spain

LIQUID AMBER—3 dms, Cape Avinof, Cristobal

LOCUST BEAN GUM—125 bgs, Stein Hall & Co, Marine Leopard, Genoa
125 bgs, Paul A Dunkel Co, Marine Leopard, Genoa

MACE—104 cs, A G Dunn Co, Steel Director, Macassar

MANGROVE BARK—777 bgs, U S Leather Co, African Planet, Mombasa

MENTHOL CRYSTALS—50 cs, Vick Chemical Co, Cape Race, Santos
50 cs, Vick Chemical Co, Mormacswan, Santos
100 cs, Geismar & Co, Mormacswan, Santos

MICA—19 cs, Cornelis & Suhr, Inc, Macharda, Calcutta
425 cs, Otto Gerdau Co, Macharda, Calcutta
275 cs, Ford Radio & Mica Co, Macharda, Calcutta
50 cs, James F Garneau Co, Macharda, Calcutta
665 cs, Eugene Munsell Co, Macharda, Calcutta
213 cs, Brown Bros-Harriman Co, Scottish Prince, London

MUCUGE GUM—166 bgs, Dichman, Wright & Pugh Co, Agwiking, Havana

MUSTARD SEED—505 bgs, G Gulden Co, Executor, Catania
50 bgs, Interport Commercial Co, Arthur Fribourg, Amsterdam

MYROBALANS—1,333 bgs, River Plate Import & Export Corp, Exhibitor, Bombay
400 bgs, Vermilye Corp, Exhibitor, Bombay
2,280 bgs, Barkey Importing Co, Exhibitor, Bombay
6,136 bgs, Barkey Importing Co, Marine Leopard, Bombay
1,333 bgs, Hammond & Carpenter Co, Marine Leopard, Bombay
354 bgs, Vermilye Corp, Marine Leopard, Bombay

MYRRH GUM—25 bgs, R D Heins Co, Exhibitor, Aden

NAPHTHALENE—300 bgs, L R Organic Prod Co, Arthur Fribourg, Antwerp
4,767 bgs, Elbert & Co, Arthur Fribourg, Antwerp

NUTMEGS—60 bgs, Dalton Cooper Co, Steel Director, Singapore
400 bgs, Art G Dunn Co, Steel Director, Singapore
70 bgs, Art G Dunn Co, Leise Maersk, Singapore
60 bgs, Wm Allison Co, Leise Maersk, Singapore
20 cs, Stern, Morgenthau & Co, Marine Leopard, Colombo

OITICICA OIL—51 dms, Oils & Rosin, Inc, Hunter Victory, Fortaleza
350 dms, Agwiking, Havana
231 dms, Pacific Veg Oil Corp, Mormacsea, Salvador
1,323,000 lbs, Brasil Oiticica, Inc, Loide Cuba, Santos

OLIVE OIL—50 dms, Albert N Cary, Inc, Motomar, Barcelona
25 dms, General Importing Co, Motomar, Barcelona
50 dms, Lekas & Drivas, Inc, Motomar, Barcelona
2 pcls, Nyhaug, Istanbul
60 dms, J H Schroder Co, Exhibitor, Barcelona
50 dms, Manufacturers Trust Co, Exhibitor, Barcelona
75 dms, Credit Suisse, Exhibitor, Tarragona
200 dms, National Safety Bank, Exhibitor, Casablanca
350 dms, Boniol Packing Co, Exhibitor, Casablanca
52 dms, J Ossola Co, Exhibitor, Casablanca
100 dms, A N Cory Co, Exhibitor, Casablanca
53 dms, Leghorn Trading Co, Exhibitor, Casablanca
100 cs, Scalia Bros Co, Executor, Catania
50 cs, A Giannetto Co, Executor, Palermo
50 cs, G Gattini Co, Executor, Palermo
50 cs, F Modica, Executor, Palermo
50 cs, Marino Bros, Executor, Palermo
50 cs, Orlando Co, Executor, Palermo
100 cs, Domenico D'Angiola, Inc, Elmira Victory, Genoa
50 cs, Pavia & Co, Furman Victory, Genoa
100 cs, J Ossola Co, Furman Victory, Genoa
75 cs, Domenico D'Angiola, Inc, Furman Victory, Genoa
100 cs, Rinaldi Bros Co, Marine Leopard, Leghorn
125 cs, Scaramelli & Co, Marine Leopard, Leghorn
80 cs, N Peretti, Inc, Marine Leopard, Leghorn
250 cs, A Fantis Co, Marine Leopard, Leghorn
100 cs, Antonio Piccini, Marine Leopard, Leghorn
50 cs, G Fantoin, Marine Leopard, Leghorn
100 cs, Kirsch Bros Co, Marine Leopard, Leghorn
100 cs, Naumes Forw'd Co, Marine Leopard, Leghorn
185 cs, Schroeder Bros, Inc, Marine Leopard, Genoa
100 cs, Garofalo & Co, Marine Leopard, Leghorn
2,150 cs, Berolio Import Co, Marine Leopard, Leghorn
200 cs, Latorroca Bros, Inc, Marine Leopard, Leghorn

ORANGE OIL—3 cs, Executor, Messina

OURICURY WAX—57 bgs, Distributing & Trad Co, Mormacsea, Salvador
144 bgs, Cornelius Product Co, Mormacsea, Salvador
56 bgs, Wax & Rosin Prod Co, Mormacsea, Salvador
114 bgs, Strahl & Pitsch Co, Mormacsea, Salvador
72 bgs, Wessel, Duval Co, Mormacsea, Salvador
29 bgs, F H Paul & Stein Bros, Mormacsea, Salvador
28 bgs, Mormacsea, Salvador
116 bgs, Frank B Rosa Co, Mormactern, Bahia

POWDER—2 bgs, Adolph Hirsch Co, Mormacsea, Salvador

PAPAIN—16 cs, Industrial Laboratories, African Planet, Mombasa
59 cs, Chas L Huisking Co, Robin Gray, Tanga

PAPRIKA—70 bgs, American President Lines, Elmira Victory, Alicante
150 bgs, Gallagher & Ascher Co, Elmira Victory, Alicante
300 bgs, R T French Co, Elmira Victory, Alicante
100 bgs, Jas H Forbes Tea & Coffee Co, Elmira Victory, Alicante
103 bgs, A A Sayla & Co, Elmira Victory, Alicante
100 bgs, Knickerbocker Mills Co, Elmira Victory, Alicante
570 bgs, Elmira Victory, Alicante

PATCHOULI LEAVES—80 bls, Lo Curto & Funk Co, Marine Leopard, Singapore

PEPPER, BLACK—240 bgs, M Golodetz Co, Exhibitor, Cochin
240 bgs, Virchand Panachand Co, Exhibitor, Cochin
1,120 bgs, Bankers Trust Co, Blommersdijk, Rotterdam
400 bgs, Art G Dunn Co, Blommersdijk, Rotterdam
80 bgs, Otto Gerdau Co, Blommersdijk, Rotterdam
640 bgs, Joensson & Cross, Inc, Blommersdijk, Rotterdam
240 bgs, R T French Co, Blommersdijk, Rotterdam
400 bgs, M Golodetz & Co, Blommersdijk, Rotterdam
160 bgs, Chas T Wilson, Blommersdijk, Rotterdam
160 bgs, Volkart Bros, Inc, Marine Leopard, Cochin
720 bgs, Catz American Co, Aardijk, Rotterdam
320 bgs, M Golodetz & Co, Aardijk, Rotterdam
220 bgs, Arthur G Dunn & Co, Aardijk, Rotterdam
RED—842 bgs, Elmira Victory, Rijeka

PETITGRAIN OIL—7 dms, P R Dreyer Co, Coastal Messenger, Port au Prince
2 dms, Orbis Products Co, Coastal Messenger, Port au Prince

PETROLEUM, CRUDE—115,232 bbls, Imperial Oil, Ltd, Brosel River, Puerto La Cruz
107,587 bbls, Esso Standard Oil Co, Maria Cristina "D", Cripito
111,757 bbls, Esso Standard Oil Co, Shawnee Trail, Pas Tamura Arabia
124,370 bbls, Socony Vacuum Oil Co, Millspring, Puerto La Cruz
108,335 bbls, Gulf Oil Corp, Gulfhawk, Las Piedras
98,813 bbls, Cities Service Oil Co, Winter Hill, Tampico

POPPYSEED—50 bgs, Interport Commercial Co, Arthur Fribourg, Amsterdam
200 bgs, C M Van Sillevoldt Co, Arthur Fribourg, Rotterdam
200 bgs, Atlanta Trading Co, Arthur Fribourg, Rotterdam
100 bgs, Arthur Fribourg, Rotterdam
100 bgs, Catz American Co, Aardijk, Rotterdam
200 bgs, Aardijk, Rotterdam

QUASSIA WOOD CHIPS—700 bgs, R J Prentiss Co, Coastal Messenger, Kingston

RESIN—27 cs, Magnus, Mabee & Reynard Co, Executor, Trieste

SAGE LEAVES—252 bls, W E Martin Co, Executor, Trieste
814 bls, Biddle Sawyer Co, Executor, Trieste

OIL—3 dms, Sokol & Co, Executor, Trieste

SANDALWOOD—32 bgs, Peek & Velsor Co, Marine Leopard, Bombay
50 bgs, Dodge & Olcott Co, Marine Leopard, Bombay
50 bgs, Marine Leopard, Bombay

SARSAPARILLA—16 bls, Cortez Trading Co, Anchor Bend, Cortes
3 bls, Cortez Trading Co, Persian Knot, Cortes

SEEDLAC—562 bgs, J H Schroeder Co, Steel Director, Bangkok
127 bgs, Schwab Bros, Steel Director, Bangkok
1,500 bgs, John S Mosby, Calcutta
300 bgs, Bradshaw Praeger Co, Exhibitor, Calcutta

SESAME SEED—6,164 bgs, Cape Avinof, Cristobal
650 bgs, William G Scarlett Co, Cape Avinof, Cristobal

SHARKLIVER OIL—3 dms, Cape Avinof, Cristobal

SHELLAC—180 bgs, Otto Gerdau Co, Steel Director, Bangkok
805 bgs, Steel Director, Bangkok
500 bgs, M Rothschild & Co, Steel Director, Bangkok
268 bgs, O G Innes Corp, Steel Director, Bangkok
850 bgs, Exhibitor, Calcutta
100 bgs, Ralli Bros, Macharda, Calcutta
100 bgs, Dings & Schuster, Inc, Macharda, Calcutta
250 bgs, Wm Diehl & Co, Macharda, Calcutta
50 bgs, Paul & Stein Bros, Macharda, Calcutta
825 bgs, William Zinsser & Co, Macharda, Calcutta

SILVER SULPHIDES—254 bgs, So American Minerals & Merchandise Corp, Santa Elisa, Antofagasta

SODIUM NITRATE—7,590,000 lbs, Guaranty Trust Co, Maipo, Tocopilla

SORVA GUM—278 cs, T A Desmond, Hunter Victory, Manaos
1,911 cs, Astoria Pan Americana Co, Hunter Victory, Manaos

SPERM OIL—1,000 tons, Swift & Co, Mormacfir, Sanderfjord

TAPIOCA FLOUR—2,450 bgs, Corn Products Refining Prod, Agwidawn, Puerto Plata

TEA WASTE—1,295 bgs, Maywood Chemical Works, Macharda, Calcutta
3,000 bgs, Citro Chemical Co, Macharda, Calcutta
700 bgs, Maywood Chemical Works, Exhibitor, Colombo

TRAGASOL GUM—100 bgs, W M Allison Co, Furman Victory, Genoa
275 bgs, Stein, Hall & Co, Furman Victory, Genoa
150 bgs, T M Duche Co, Furman Victory, Genoa
800 bgs, Stein, Hall Co, Arthur Fribourg, Antwerp

TUCUM KERNELS—833 bgs, Agwiking, Havana

UREA—2,000 bgs, Kauders & Cie, Norwalk Victory, Rotterdam

VANILLA BEANS—108 cs, J Manheimer Co, Overland, Mexico

WATTLE EXTRACT—1,085 bgs, Littlejohn & Co, African Planet, Durban
1,613 bgs, River Plate Import & Export Co, African Planet, Durban
3,968 bgs, M S Kattenhorn & Co, African Planet, Durban
4,690 bgs, Barkey Importing Co, African Planet, Mombasa
2,744 bgs, Vermilye Co, African Planet, Mombasa

WHITING—500 tons, United Baltic Corp, Scottish Prince, London

Baltimore

CASEIN—1,100 bgs, American Cyanamid Co, Mormacteal, Buenos Aires

CASSIA—150 bls, McCormick & Co, Marine Leopard, Hongkong

CLAY, CHINA—590 bgs, Nitro Co of West Virginia, Mormactern, Santos

LATEX—504 tons, Poelau Laut, Singapore

MANGROVE BARK—810 bgs, River Plate Import & Export Co, African Planet, Mombasa

MYROBALANS—800 bgs, Exchequer, Bombay

OIL, CRUDE—163,824 bbls, Standard Oil Co, Esso Shreveport, Las Piedras

FUEL—2,983,000 gals, Standard Oil Co, H M Flagler, Aruba

PEPPER, BLACK—799 bgs, Bankers Trust Co, Blommersdijk, Antwerp

QUEBRACHEO EXTRACT—2,000 bgs, Macby Overseas Corp, Mormactern, Santos

Boston

UREA—1,561 bgs, Chase National Bank, Norwalk Victory, Rotterdam

Norfolk

UREA—2,632 bgs, Chase National Bank of N Y, Midland Victory, Rotterdam

Philadelphia

BONE, HARD—3,697 bgs, Philadelphia National Bank, Mormacteal, Buenos Aires

CASEIN—508 bgs, National Casein Sales Co, Mormacteal, Buenos Aires
40 bgs, Woodward Dickerson, Inc, Mormacteal, Buenos Aires

UREA—1,000 bgs, Kauders & Cie, Norwalk Victory, Rotterdam

WATTLE BARK—1,100 bls, River Plate Import & Export Co, African Planet, Durban
1,100 bls, Bank of New York, African Planet, Durban
3,500 bls, Bingham & Co, African Planet, Durban

EXTRACT—2,000 bgs, J Henry Schroder Banking Co, African Planet, Durban

San Francisco

AGAR-AGAR—125 bls, Wall St Mercantile Corp, President Harding, Kobe

BONES, CRUSHED—411 bgs, Marsman & Co, President Grant, Bangkok
STEAMED—110 tons, Silver & Co, Iran Victory, Taku Bar

CASSIA—40 bls, S L Jones & Co, Contest, Hongkong

CINNAMON QUILLS—150 bls, B C Ireland, Inc, Mount Mansfield, Colombo

COCONUT OIL—968 dms, Pacific Vegetable Oil Co, Contest, Hongkong
546 dms, Pacific Vegetable Oil Co, President

COPRA—261 tons, Pacific Vegetable Oil Co, Vingnes, Legaspi
250 tons, Western Vegetable Oil Co, Vingnes, Davao
595 tons, Pacific Vegetable Oil Co, Vingnes, Davao
78 tons, Pacific Vegetable Oil Co, Vingnes, Manila
300 tons, El Dorado Oil Works, President Harding, Cebu
Grant, Hongkong

EUCALYPTUS OIL—10 dms, C P Ten Eyck & Co, Alameda, Sydney

FERTILIZER, FISH—2,090 bgs, Wilbur Ellis Co, Santa Leonor, Ilo, Peru

FISH LIVER OIL—7 dms, Nopoco Chemical Co, Trade Wind, Yokohama

FISHLIVERS—264 bbls, Collet, Week, Nibecker, Inc, Santa Leonor, Ilo, Peru

GINGER—100 bgs, Internatio Rotterdam, Mount Mansfield, Cochin

OLIVE OIL—1,000 cs, Mount Mansfield, Leghorn

PAPRIKA—300 bgs, Irving Trust Co, Port En Bassin, Rotterdam

PIMENTOS—100 bgs, W L McClintock Co, Santa Leonor, Valparaiso

POPPYSEED—50 bgs, Port En Bassin, Rotterdam

SESAMESEED—8,500 bgs, Bank of California, La Plata, Corinto
1,558 bgs, Bank of California, Don Anselmo, Amapala
50 bgs, H M Newhall Co, Contest, Hongkong

SHARK LIVER OIL—1 dm, Bank of New South Wales, Alameda, Sydney

TEASEED OIL—274 dms, Pacific Vegetable Oil Co, General Gordon, Shanghai

TUNG OIL—192 tons, Vongher Low China Co, President Grant, Manila
200 tons, L N Jackson Co, Britain Victory, Hongkong
162 tons, Pacific Vegetable Oil Co, Britain Victory, Hongkong
300 tons, Chase National Bank, Britain Victory, Hongkong

TURPENTINE—100 dms, Vohrysek & Co, Don Anselmo, Amapala

VARNISH GUM—80 bgs, Henry W Peabody & Co, General Gordon, Manila
80 bgs, Henry W Peabody & Co, President Grant, Manila

National Credit Men Addressed by Gott

Philip P. Gott, president of the National Confectioners Association, addressed the recent meeting of the National Association of Credit Men in Cleveland on "What Top Management Expects of the Credit Executive." Mr. Gott pointed out that the current business trend is definitely toward greater use of credit sales, and said that a credit executive is expected to combine the talents of a financial analyst, a marketing expert, a salesman and a public relations exponent of company good will.

He described in detail the various phases of the credit executive's job, and presented views on these duties of credit men which he had obtained from top management representatives of confectionary companies. Mr. Gott concluded by presenting his opinion of the efficacy of national meetings as a means for exchanging information.

Blaisdell Named Acting Ass't Commerce Secretary

Thomas C. Blaisdell, director of the Office of International Trade, has been appointed acting assistant secretary of commerce by Secretary of Commerce Charles Sawyer. Mr. Blaisdell fills the vacancy left by the recent resignation of David K. E. Bruce, who has joined the European Economic Cooperation Administration.

Trade Briefs

H. Beach Carpenter has been elected a director of the American Sugar Refining Company. Mr. Carpenter is vice-president and general counsel of the company.

Quinine salts and related products exported from the Netherlands during 1947 totaled 389,000 metric tons, compared with 645,000 tons exported in 1939.

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Synthetic Drugs Curb Favored by UN Group

The United Nations Commission on Narcotic Drugs adopted on May 12 a draft protocol to bring synthetic drugs under international control. The protocol will serve as a supplement to the 1931 convention outlawing illicit traffic in, limiting the manufacture of, and regulating distribution of opium and cannabis and their derivatives. The draft protocol now goes to the economic and social council for its approval and thence to the General Assembly.

Caffeine, Theobromine 1948 Brazilian Output Forecast

Production of caffeine and theobromine in Brazil during 1948 is expected to reach 120,000 to 150,000 kilograms, according to recent reports. Exports of caffeine from Brazil during 1947 totaled 86,000 kilograms, and of theobromine, 68,000 kilograms. A contract in effect since 1942 binds the outstanding producer of caffeine, a Sao Paulo firm, to supply approximately 75 percent of its output to the United States.

Primary raw materials for the extraction of caffeine and theobromine in Brazil are low-grade cocoa and cocoa cake, and their supply is not considered to be certain. Aside from crop conditions, the world supply and prices of cocoa, the regulations of Brazil's Cocoa Institute, and the demand for cocoa butter all have a definite bearing on the supply of raw materials for caffeine and theobromine production.

Medicinals, Pharmaceuticals Import Figures Revealed

Imports of medicinals and pharmaceuticals derived from coaltar during 1947 have been reported at 17,991 pounds, with a foreign value of $129,371, by the United States Tariff Commission. Switzerland and Canada were the most important suppliers of these materials in 1947, with smaller quantities coming from Mexico, the United Kingdom and Australia. Breakdown of the thirty items imported, in pounds unless otherwise indicated, is as follows:—

Burn dressing (first aid kits)	5
Chinese medicinals	2
Diethylstilbestrol USP	55
Epinephrine	1
Euporal	17
Gardenal (Phenobarbital)	24
Inevo-Glucosin	13
Guaiatone	441
Headache tablets	1,837
Metaphen, tincture	3
Methylphenylethylhydantoin	3,479
8-Naphthol	23
Naphthoresorcitol oz.	2
Oxylan (Diphenan)	75
Parpanit tablets	8
Pharmaceutical specialties	187
Phenacetin (Acetophenetidine)	1,120
dl-Phenylalanine oz.	11
Phenylbenzylamino-methylimidazoline hydrochloride	11
2-Phenylbenzylamino-methylamidazoline methane sulphonate	23
Phenylsemicarbacide	18
Physostigmine (Eserine) salicylate oz.	105
Pyocanin dihydrochloride oz.	2
Sulphamethazine sodium	6
Sulphapyridine USP	4,758
Sulphapyridine sodium	6,037
S. T. P.	27
Terraiodo-hydroxy-phenoxyphenylamino-propionic acid, sodium salt	3
Thiodicaine	9
3,4,5-Trimethoxyphenylmethylamine sulphate oz.	2
Total:	
Quantity lb.	17,991
Value	$129,371

Egypt Relaxes Some Export License Rules

The export control office of the Egyptian Ministry of Finance has published notification that licenses for the exportation of essential oils will be issued if they are paid for in American dollars, Swiss francs or Belgian francs. In the past, the exportation of these goods was prohibited, despite requests for licenses on the part of Egyptian exporters and indications of interest on the part of American importers.

At the same time, the export control office published a list of goods which may be exported without license. Included on the list are: Egyptian-made cosmetics; safflower; turmeric; henna; locally-produced spices; solid and burned molasses; manganese; chalk; iron oxide; shoe polish, and salt.

Air Parcel Post Service To India Inaugurated

The Office of the Postmaster, New York, has announced that air parcel post service to India was inaugurated on May 22. The new service will be governed by the same regulations that apply to surface parcels, and the rate on air parcels to India will be $1.70 for the first four ounces or fraction, and 96 cents for each additional four ounces or fraction, up to a weight limit of twenty-two pounds.

The agency also announced that dried milk products are admitted to the Netherlands under certain restrictions, and must be accompanied by a certificate of origin. These restrictions, however, do not apply in the case of small quantities of dried milk products in gift parcels.

Trade Briefs

Reid Murdoch & Co., Chicago, has sold its cannery in Rochester, Minn., to Libby, McNeill & Libby.

Agar-agar imported into the United States during the first two months of 1948 totaled 47,778 pounds, valued at $83,760, compared with 136,110 pounds, valued at $299,936, received in the corresponding period of 1947.

Dr. Melville Sahyun and Nelson S. Knaggs, of Sterling Drug, Inc., have authored books which are included on a list of the 100 best technical books of 1947.

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Obituaries

—*Continued from page 4*

Meritorious Civilian Service Award for his outstanding services in solving problems in the development of exterior coatings for Quartermaster Corps equipment during the past war. The French government also honored him by making him a member of the Legion of Honor while he was visiting Paris last year as a representative of the Federation of Paint and Varnish Production Clubs, of which he was former president.

Dr. Mattiello also was a member of the American Institute of Chemical Engineers; American Society for Testing Materials; a former vice-president of the American Institute of Chemists; the American Chemical Society; American Society of Military Engineers, and honorary member of the Oil and Color Chemists of Great Britain.

Besides his widow, he is survived by four daughters, Mrs. Margaret Kinn and Mrs. Elizabeth Yozzo, and Misses Rosamond and Barbara Mattiello; a sister, Mrs. Elizabeth DePhilips, and a brother, Guido.

Wilton H. Gage

Wilton H. Gage, retired president of the W. H. Gage Glue Company, St. Louis, Mo., died May 16 at his home in that city. He was eighty-five years old. Mr. Gage founded the company in 1913 and was active in its management until his recent retirement. Among the survivors is a son, Chester A. Gage, vice-president of National Starch Products, Inc.

Robert A. Brown, president of Federated Petroleum, Ltd., Coastal Oils, Ltd, Brown, Moyer & Brown, Ltd., and affiliated companies, died May 16 at his home in Calgary, Canada. He was sixty-three years old. Mr. Brown was the discoverer of the Turner Valley oil field.

Burton K. Harris, former director of the Rhode Island Department of Agriculture and Conservation, and one-time manufacturer of lime and lime products for agricultural and chemical uses, died May 20 in Wickford, R. I. He was fifty-seven years old.

Chester Rahr, business consultant with the Great Lakes Carbon Corporation, New York, died recently in Presbyterian hospital, New York. Mr. Rahr was president of Certain-teed Products Corporation before joining the Great Lakes organization in 1936.

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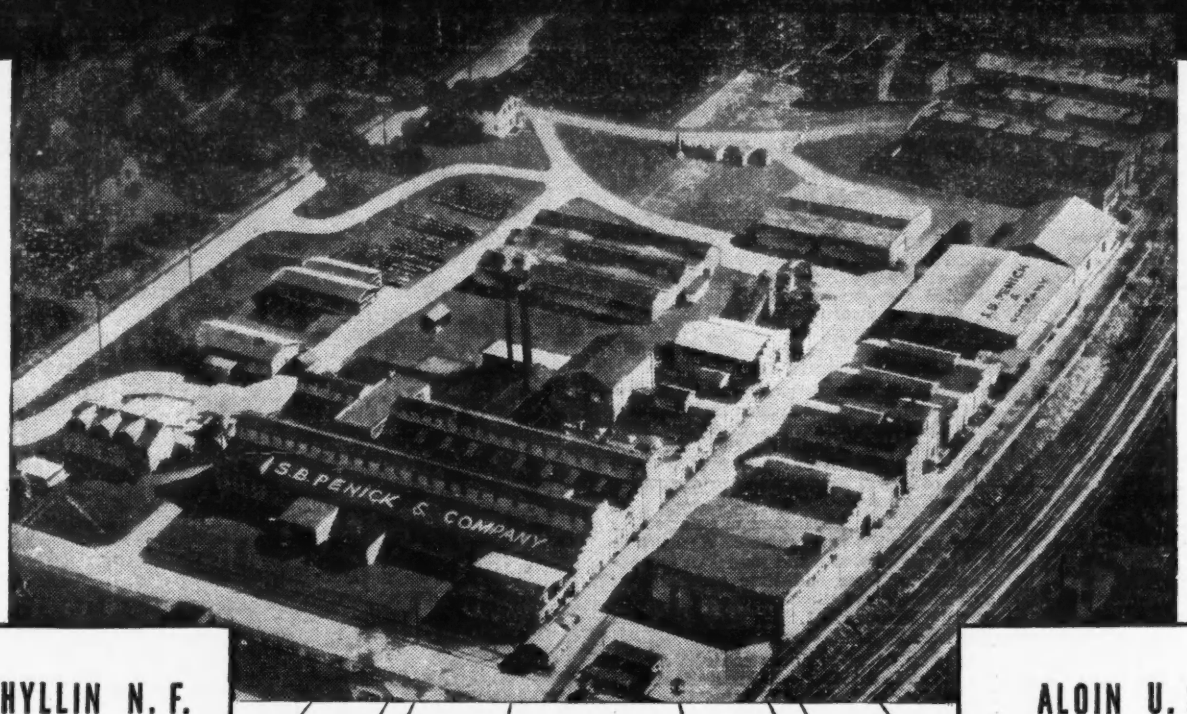

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Botanical Drugs, Spices, Gums

Botanical drug activity was moderate throughout the past week and the recent downward movement in quotations continued the prominent feature of the market. Offerings of some new crop goods that are critical in their relation to the market index caused some change in local prices on such materials. The result was a figure 1.5 points lower than a week ago and the establishment of 220.3 as a new low for the current movement.

Primary market sources of supply began to offer some new crop goods and among the articles proposed for sale were lobelia herb, catnep, white pine and willow barks, passion flower herb, red clover tops, select sassafras, black haw root and tree barks, and blood, mandrake and spikenard roots. Comparison of some prices just received on new crop goods with quotations asked at the origin around the first of the year reveals the decline in the primary market ideas as to values. Some idea of the declines may be gained from the following price tabulation:—

	Per pound—Now	Jan. 1
Botanical No. 1	50c.	80c.
No. 2	45c.	60c.
No. 3	19c.	22c.
No. 4	14c.	16c.
No. 5	8c.	12c.
No. 6	68c.	70c.
No. 7	33c.	45c.

Arrivals of imported botanicals, balsams and aromatics in the month of January, 1948, gained 3,731,585 pounds over December. The following tabulation has elements of interest:—

	Pounds—Jan., 1948	Dec., 1947
Balsams	48,799	42,585
Botanicals	5,926,169	2,885,965
Gums	3,804,462	3,119,295
Total	9,779,430	6,047,845

Breaking down the above classifications in some measure results in the following more definitive figures:—

	Pounds—Jan., 1948	Dec., 1947
Balsams	48,799	42,585
Botanicals—		
Medicinal	1,628,914	1,691,901
Industrial	4,297,255	1,794,064
Gums—		
Aromatic	None	107,856
Mucilaginous	3,804,462	3,011,439
Total	9,779,430	6,047,845

Balsams

Fir—Oregon balsam was easier and more competitive with the result that prices ended last week lower on the basis of $2.25 to $2.30 per gallon. Canadian balsam lacked change.

Tolu—Sharply lower quotations were noted on this article, the market becoming $3.25 to $3.50 per pound with intimations of still lower prices being effective when firm orders in hand were placed under competitive conditions.

Barks

Cinchona—Reports from the Far East indicate that 84,000 pounds of this bark arrived from Guatemala and Peru during the first two months of 1948. The total of 1947 imports was 2,323,605 pounds. Also, eighteen estates were said to be in production in the Netherlands East Indies.

Cottonroot—The supply was ample to meet needs and it appeared as though some holders in the primary market sought to reduce inventories via the route of lower replacement prices to the trade.

Sassafras—The market became quite slow as to sales of select bark last week and quotations appeared to have become softer so far as concerned the stocks now being carried over into the new collection season. Spot quotations lacked development.

Beans

Calabar—The market continued to be strictly nominal in that a total absence of demand was the general experience of the few sellers maintaining a small supply of the inactive item.

Tonka—Movement into consumption was more conservative than it had been. For the most part, demand was of a jobbing description that reduced stocks but little. Prices were quiet but fairly steady.

Berries

Cubeb—Only jobbing demand existed during the past week and not a great deal of that sort of activity on the part of consumers was reported. Pricewise, the market appeared to be on the steady side but it was uncertain that current quotations would hold.

Hawthorn — Moderate demand was steady, though quantities wanted were relatively small and insufficient to affect the price position of the material. Supply was more than enough for current needs.

Flowers

Arnica—Undertones were easy and the market tended toward greater competition between suppliers. Interest in the item was limited to relatively small lots and the total of such trade was small.

Chamomile — Market conditions were favorable for consumer operations and a deal of competition would develop on quantity business. However, local dealers maintained unchanged prices on the trade put through during the past week.

Saffron—Slow demand kept both Mexican and Spanish flowers unsettled and prices under conditions distinctly favorable for buyers with firm orders in hand. Supplies of both were sufficient, though they were not large.

Gums

Aloe—According to the Department of Commerce, importations in January totaled 17,021 pounds. None came in during December. The market on spot proved to be a very steady affair under moderate sized demand that was promptly supplied out of better than fair quantities available locally at this time.

Asafetida—It seemed probable that not too much of this article would be forthcoming from the Near East origin because of the political strife between the Jews and the Arabs. However, dependable stocks existed in the Far East and no shortage should press spot prices to higher levels at least immediately.

Benzoin—Stocks of Sumatra gum were plentiful on this market and the supply situation contrasted with the lack of much demand for quantities in excess of jobbing lots. Prices were relatively steady.

Herbs and Leaves

Aconite—Department of Commerce reports on importations of this article do not specify whether leaves or root, or the two combined are represented in the figures provided but the latest information received from the department is that in January, 1948, 1,083 pounds of aconite arrived, comparing with December arrival of 5,449 pounds.

Buchu — January, 1948, importations totaled 3,937 pounds, against 1,430 pounds arrived in December, 1947, according to the Department of Commerce. The spot market continued to display stability.

Coca — Manufacturers of cocaine received 75,000 pounds of these leaves in the month of January, 1948, according to the Department of Commerce. None arrived in December.

Laurel—The lone development was the strengthening of Greek leaves and the advance of prices to 14c. to 14½c. per pound.

Lobelia—New crop goods were being offered from the origin at lower prices.

For Late Market Developments, See Page 4

Market Trends

Prices Advanced

Drugs

Grains of Paradise, 8c. per lb.

Other Articles

Allspice, Mexican, 1¾c. per lb.
Dillseed, dewhiskered, ¼c. per lb.
Laurel leaves, Greek, ½c. per lb.
Mustard seed, Montana, brown, ¼c. per lb.
Pepper, white, 1½c. per lb.

Prices Reduced

Drugs

Clover tops, 5c. per lb.
Fir balsam, Oregon, 10c. per gal.
Lobelia herb, 10c. per lb.
Passion flower herb, 5c. per lb.
Sassafras bark, select, 5c. per lb.
Tolu balsam, 15c. per lb.

Other Articles

Celery seed, Indian, ½c. per lb.
Cloves, Madagascar, ½c. per lb.
Fennel seed, Argentine, ½c. per lb.
Marjoram, French, 7c. per lb.
Sage, Dalmatian, ¼c. per lb.
Thyme, French, spot, 5c. per lb.
Spanish, ¼c. per lb.

Comparative Price Indexes

(100=August 1, 1914)

Last week.	Prev. week.	Last month.	Last year.
220.3	221.8	228.1	282.4

(For Current Prices see Page 9)

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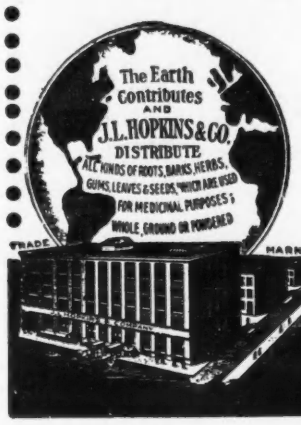
Nux Vomica
Rhatany Root
Uva Ursi Leaves



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After weeks without fresh vegetables, desire for a mess of greens led the settlers to gather "pot herbs", unwittingly choosing *Datura stramonium* the eating of which all but wiped out the colony.

The disaster was commemorated in the common plant name Jamestown weed, from which came the corruption *Jimson weed,* by which stramonium became known to settlers throughout the country.

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May 29, 1790—Rhode Island
May 29, 1848—Wisconsin

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Spot goods were priced more favorably at 75c. to 80c. per pound.

Marjoram — French goods were much lower at 35c. to 35½c. per pound and less might be done with an order in hand. Chilean was scarce.

Passion Flower—New crop offering prices brought spots to 30c. per pound.

Sage—Dalmatian was a fraction lower at 23c. to 23½c. per pound. Other varieties of this item remained unchanged. Demand was slow.

Senna—January, 1948, importations of this material totaled 351,063 pounds, according to the Department of Commerce, and that compared with 104,193 pounds arrived in December.

Stramonium—The spot was quiet and relatively easy. Imports in January, 1948, totaled 40,408 pounds, comparing with December arrivals at 23,014 pounds, according to the Department of Commerce.

Thyme—Prices on French goods broke sharply and ended the week at 25c. to 26c. per pound, which was relatively high in comparison with replacement purchases made at 18½c. during the period reviewed. Spanish material was shaded to 11c. to 11½c.

Miscellaneous

Corn Silk — Slow demand and better than fair stocks played no part in the maintainence of prices unchanged last week. Sellers indicated that replacement and spot quotations were in close alignment.

Ergot—Lack of more than jobbing demand—and that appearing in the spot market but occasionally during recent weeks, tended to easy the price position in accordance with the development of a more competitive attitude on the part of some local dealers. January, 1948, imports totaled 31,572 pounds, comparing with 5,600 pounds landed in December, according to the Department of Commerce.

Grains of Paradise—Released merchandise was higher at 43c. to 44c. per pound, the market strengthening being related in some part to the fact that some merchandise recently arrived was detained by the Food and Drug Administration.

Nux Vomica—The steady market was without new development. January, 1948, arrivals totaled 100,820 pounds, comparing with 33,600 pounds imported in December, according to the Department of commerce.

Roots

Angelica — According to the Department of Commerce, which government group in reporting arrivals of angelica lumps root and seed into a single figure —upon what theory, only the department knows—in its latest report stated that January, 1948, imports totaled 1,120 pounds, comparing with none in December.

Blood — New crop offerings from the primary market cropped up at more attractive quotations and some shading of prices in local circles set the market back to 70c. to 75c. per pound.

Blueflag—Recent communications from the origin have failed to include any new crop offerings of this material. The spot market was static last week and dealers were awaiting new developments at the source.

Dandelion—A trifling expansion in sales volume was noted in some quarters last week and the market was assisted to a steadier position by the revival of interest on the part of consumers.

Gentian—Activity was not better than fair in size and the market still showed some unsettlement because of local competition. According to the Department of Commerce, January, 1948, importations totaled 49,712 pounds. None of the article reached here in December.

Goldenseal — Narrow sales outlets and the cribbed, confined and cabined state of request in local circles kept the market unsettled and generally on the easy side.

Ipecac—According to the Department of Commerce, importations in January, 1948, amounted to 2,709 pounds, which compared with the 2,653 pounds landed in December.

Mandrake — Advices from the origin contained offerings of new crop goods at prices little changed from the last quotations proposed at the source. Spot prices also held very steady last week.

Rhubarb—For a change, no importations of this article appeared in the latest data provided by the Department of Commerce. No imports last January compared with 23,520 pounds landed in November, 1947, the last month in which arrivals took place. The market could well stand a cessation of arrivals since it is heavily supplied at present.

Sarsaparilla—The January, 1948, impor-

tation of 2,311 pounds was a sharp drop from the December arrival of 14,667 pounds, figures most recently supplied by the Department of Commerce.

Seeds

Anise—Mexican goods were unobtainable, spot or source, and the market was considered to be nominal. Syrian could be had in fair quantities but few wanted it last week.

Caraway—The market was relatively dull but not sufficiently so to weaken prices quoted by dealers who stood pat on quotations and awaited a revival of request of major character.

Celery—Trading in Indian seed was very slow and the spot quotations were lowered to 21c. to 21½c. per pound. Futures were easier.

Coriander—Consumers passed offering by in most instances and a strictly jobbing business was done on the basis of unchanged prices.

Cumin—Stocks of Syrian material have been decreased enough to bring that article into nominal position on the spot. It was feared that the participation of Syria and Persia in the war on Israel might curb exports of this article in some degree.

Dill—Dewhiskered material was advanced fractionally to the market at 11½c. to 12c. per pound.

Fennel—Argentine seed was higher at 8½c. to 9c. per pound for spots and futures were 8c. to 8½c., subject to confirmation.

Mustard—Trading was slow. The usual placing of contracts covering deliveries to be made from new crop has been slow in developing. News from the source suggested a smaller Montana crop in 1948.

Spices

Allspice—The market prices were jumped sharply to 14½c. to 15c. per pound and reports made the article very scarce. Futures were quoted at 15¼c. to 15½c.

Cassia—The group was generally dull. Demand covered small and usually prompt requirements of a restricted number of buyers. Quotations remained without change.

Clove—Low prices at Madagascar kept spot prices under pressure. The market was lowered to 9½c. to 10c. per pound here and futures were done on the basis of 8c. to 8½c., c.i.f. New York.

Ginger—Cables failed to change prices recently proposed from the several origins. Spot quotations remained unchanged last week, business being insufficient to change the general position of the group.

Pepper—Spectacular movements in value have ceased but the advance in white pepper prices was extended and the market ended last week at 68c. to 69c. per pound. Importations in 1947 totaled 36,446,214 pounds, according to figures attributed to the Department of Commerce. This was black pepper. Arrivals of the white article totaled 4,152,246 pounds.

Emetine Exports Of Brazil Reported

Emetine exports from Brazil during 1947 have been reported at 206 kilograms, with the United States receiving thirty-one kilograms during the first ten months of the year. During 1946 the United States imported 137 kilograms of this material from Brazil, and the country's total exports amounted to 1,175 kilograms. Demand for the material from Brazil has reportedly fallen off since the war to such an extent that producers in that country have drastically curtailed or completely ceased operations.

The supply of ipecacuanha root for the production of emetine is under government control, and producers have reported that present root quotations in the United States and other world markets are sufficiently high to make it unprofitable to produce emetine at present root prices.

APMA Appoints Ten To Medical Section Board

The American Pharmaceutical Manufacturers Association has appointed 10 physicians to serve on the board of its recently created medical section. Those chosen to serve on the board are:

Dr. Charles E. Dutchess, Schenley Laboratories, Inc., New York; Dr. J. B. Rice, Winthrop-Stearns, Inc., New York; Dr. Stanton M. Hardy, Lederle Laboratories Division, American Cyanamid Company, Pearl River, N. Y.; Dr. D. K. Kitchen, Bristol Laboratories, Syracuse, N. Y.; Dr. Paul C. Barton, Brewer & Co., Worcester, Mass.; Dr. R. L. Conklin, Ames Company, Elkhardt, Ind.; Dr. George Hazel, Abbott Laboratories, North Chicago, Ill.; Dr. Irwin C. Winter, G. D. Searle & Co., Chicago; Dr. Paul Spickard, Rexall Drug Company, Los Angeles, and Dr. John M. Shaul, Maltbie Chemical Company, Newark, N. J.

Bulgaria Establishes State Medical Products Monopoly

The government of Bulgaria has officially founded the State's Sanitary Pharmaceutical Enterprise, with offices at 24 Avenue George Washington, Sofia. By virtue of its being a state-founded organization, the new firm has been granted a monopoly for import, export and production of its products.

Products for which it has exclusive import rights are: pharmaceutical products; surgical instruments and dressings; rubber medical appliances; ampuls; thermometers; dental and veterinary products and instruments; x-ray apparatus; laboratory reagents and equipment, and optical apparatus. Export monopoly has been granted to the firm for medicinal plants and belladonna, and it has the exclusive rights for the manufacture of chemical and pharmaceutical products.

Iraqian Trade Problems To Be Discussed in N. Y.

Victor E. von Lossberg, United States commercial attache at Baghdad, Iraq, will be at the New York office of the Department of Commerce on Wednesday through Friday of this week and Tuesday and Wednesday of next week for conferences with businessmen. Mr. von Lossberg, who also serves as agricultural attache at Baghdad, will discuss a proposed irrigation project in Iraq as well as problems of trade with that country.

Breon & Co. Marketing New Vitamin Product

George A. Breon & Co., pharmaceutical manufacturer, Kansas City, Mo., has placed on the market "Breonex-L (Soluble)," which it describes as a highly potent stable powder containing the principal B complex factors. With each vial of the dry powder, the company furnishes a 10 cc. vial of aqueous diluent. The dry powder may be stored indefinitely without refrigeration, according to the company, which also claims that it is stable in solution for at least two weeks.

Perfumers Society To Meet June 2

The American Society of Perfumers will hold its final dinner meeting of the 1947-48 year at Joe King's Rathskeller, New York, on June 2. The evening will be devoted to entertainment and festivities, with no technical program planned.

Smith Kline & French Adds Hull to Staff

Smith Kline & French Laboratories, Philadelphia, has appointed Richard L. Hull manager of its market research department. Mr. Hull, who was formerly a partner of Houser Associates, New York, was chief of the research branch of the Army information and education division during the recent war.

Loree Named Recipient Of Dollar Memorial Award

Robert F. Loree, chairman of the National Foreign Trade Council, has been voted the 1948 Captain Robert Dollar Memorial Award, for distinguished contribution to the advancement of American foreign trade. In announcing the award, Sam G. Baggett, vice-president of the United Fruit Company and a member of the award committee, said the award was voted to Mr. Loree for his devotion to the American foreign trade and investments community, for his wisdom in the ways of international commerce, and for his leadership in the advancement of American foreign trade.

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Heavy Chemicals

Higher producing costs are responsible for an upward revision in iron sulphate and magnesium sulphate prices. Sodium silicofluoride prices have been lowered as a result of over-production and competitive selling. Chlorine continued in tight supply and caustic soda was exceedingly short. There was no break in the strike at two large plants, one making caustic soda, chlorine and soda ash and the other caustic soda and chlorine. Other producers were under pressure to make up the lost tonnage, but the markets tightened with soda ash showing the least effects of the stringency. Anhydrous ammonia remained in tight supply with demand heavy and an important producing plant still closed by a labor strike.

Caustic potash and potassium carbonate have improved their supply position. This was partly influenced by a falling off of demand from the textile mills that have dyeing units. Buying interest in copper sulphate has increased sharply and some of the basic grades are in short supply. It is stated that the army is in the market for this material and it is expected that purchases will be made later for ERP. Production of white sal ammoniac has matched requirements regardless of a heavy demand from the dry battery trade. The peach growers have taken their full seasonal quota of zinc sulphate. Producers are grinding enough manganese ore to keep the dioxide market in a favorable supply condition. Potassium chlorate demand has subsided from the match factories to some extent but there was no relaxation in the call for sodium chlorate with July output now entirely under contract.

Nine wholesalers of industrial chemicals reporting to the Bureau of the Census aggregate sales of $1,358,000 in March showed a gain of 6 percent over February. Seven wholesalers showed a gain of 9 percent in inventories over the preceding month. In comparison with March, 1947, their sales were down 9 percent and their inventories were down 11 percent.

Exports of industrial chemicals in March were valued at $12,100,000, compared with $13,300,000 in the preceding month and $11,900,000 in March, 1947, according to the Department of Commerce.

Paper production based on a percentage of six-day capacity was 100.4 percent for the week ending May 15, according to the American Pulp and Paper Association. This compares with 102.4 in the preceding week and 105.3 for the corresponding week in 1947.

Chlorine—Market position has remained tight. Two producing plants have continued shut down on account of labor difficulties and pressure for shipments from other supply sources has increased. It was stated that if output was normal the market would probably be in a balanced condition as demand from textile mills has shown an appreciable falling off.

Copper Sulphate—Buying interest has shown a substantial increase over the past two weeks particularly for special grades. At present the powdered varieties are definitely short with production under pressure for the basic grade. Long Island has been a heavy buyer and so has Connecticut, Maryland, Pennsylvania and New Jersey. Aside from this the army is said to be in the market for sizable quantities mostly for water purification and it is expected the government will buy for ERP in the near future. The stockpile has experienced a further reduction but producers appear confident they can meet requirements. The industrial demand has continued fully up to normal while export sales have been confined to Latin America. The market's price structure is firm based on the heavy consuming demand and the strong position of the metal.

Fluorspar—Production, shipments, and consumption of fluorspar in the United States established peacetime records in 1947, according to the Bureau of Mines. Moreover, the 1947 level of production and shipments of fluorspar had been exceeded in only 1942, 1943, and 1944 and consumption in only 1942 and 1943. Imports of fluorspar into the United States were also at a high rate in 1947 but were 25 percent below the peak established in 1945. The higher level of operations in the steel and hydrofluoric-acid industries, coupled with sustained demand for fluorspar by the glass and enamel trades, were chiefly responsible for the greatly accelerated activity in fluorspar in 1947. Production of finished fluorspar was 343,700 short tons in 1947 compared with 277,300 tons in 1946. Stocks of fluorspar at mines at the close of 1947 totaled 91,433 tons and comprised 33,101 tons of finished fluorspar and 58,332 tons of crude fluorspar (calculated to be equivalent to 29,000 tons of finished fluorspar).

Iron Sulphate—Higher prices are effective for this material. The lowest figure heard for partially anhydrated is $28.50 per ton for bags in car lots. The carlot price for the anhydrous grade is $52.50 per ton in multi-wall paper bags. Less than car lots are priced at $57.50 per ton. All prices are f.o.b. the works. Increased producing costs are responsible for the upward revision.

Manganese Chloride—Miscellaneous inquiries including the cement, chemical and paint trades have resulted in a normal volume of business being placed. The market position is steady with prompt shipments available at former prices.

Manganese Dioxide—Enough ore has been available to keep production sufficient to meet current requirements. The cement, ceramic, chemical and glass industries have purchased this material mostly for actual wants. Prices are steady and unchanged.

Manganese Sulphate—Sales of the feed grades have been made at higher prices. Most of these grades are sold on a delivered basis, and the higher transportation rates now effective have been reflected in prices for sulphate. Carlots of the 65 percent grade are priced at $60.00 per ton delivered to all rail stations in southeastern territory, central freight association territory, or trunk line territory to which points through commodity rates on fertilizer carlots apply from Atlanta, Georgia. To all other points carlot price is $65.00 per ton. The 75 percent grade is held at $68.50 per ton delivered as described above. The less than carlot price is $75.50 per ton.

Nickel Sulphate—Producers are experiencing an active demand for plating uses and some are slightly behind contract shipping schedules. Standard material is firm at former price levels.

Potash, Caustic—While the dry forms are reported short in some supply quarters, the liquid is moving on about schedule time. A relaxation of demand for textile dye use has allowed producers to make freer shipments to other consuming industries.

Potassium Carbonate — Shows a better degree of balance than at the beginning of the month. There is more liquid around on account of a falling off of demand for textile dye use. Contract shipments of calcined and hydrated are about on contract schedules. Demand from the glass trade has remained active.

Potassium Chlorate—Demand from the match factories has tapered off to some extent and it is expected that the usual seasonal relaxation in buying interest will result in a more favorable supply situation next month. Potassium perchlorate is short at present with demand for fusee and pyrotechnics sustained at a high level.

Soda Ash—Pressure for shipments has increased under cutback production and the market has maintained a tight supply position. When output is restored, it is expected that the trend toward improvement will be resumed. There was no break in the strike which closed down a large producing plant in Ohio.

According to a recent announcement of the Government of India, licenses for the importation of soda ash and caustic soda will be issued freely until June 30, 1948, provided applicants can produce evidence that they can import the quantity applied for at a c. i. f. value not exceeding 400 rupees (about $120) per long ton of soda

For Late Market Developments, See Page 4

Market Trends

Prices Advanced

Iron sulphate, partially anhydrous, $2.00 per ton.
Manganese sulphate, $4.00 per ton.

Prices Reduced

Sodium silicofluoride, 1¼c. per lb.

Comparative Price Indexes

(100=August 1, 1914)

General Chemicals

Last week.	Prev. week.	Last month.	Last year.
208.0	208.0	208.3	199.0

Acids

Last week.	Prev. week.	Last month.	Last year.
119.9	119.9	119.7	119.3

(For Current Prices see Page 9)

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ash, or 56 rupees (about $16.80) per hundred weight (112 pounds) of caustic soda. Licenses for the actual requirements of consumers of caustic soda may, however, be granted up to a c. i. f. value of 60 rupees (about $18) per hundredweight. Licenses for either product will be valid only for imports made at or below the c. i. f. price specified in them.

Soda, Caustic—No easement from the exceedingly tight supply position could be noted. Two large producing plants have remained strikebound and pressure for shipments at other supply sources has increased. All forms are short of requirements at the present time.

Sodium Chlorate — Sufficient orders have been placed to cover July production, and August shipments are now being booked. The present buying movement covers both agricultural and industrial requirements and is holding at an unusually high level.

Sodium Silicofluoride—Production has more than caught up with demand for this chemical and stocks are relatively free with prices lower. Carlots are priced at 5c. per pound works and smaller quantities at 5½c. to 6c. per pound works, depending upon size.

Zinc Sulphate—Peach growers have shown increased interest in the market of late and it is stated that a satisfactory amount of business has been placed. The rayon mills are under contract for the year and usually come back in the Fall for renewals. The glue factories, it is said, buy quarterly or semi-annually. High producing costs and increased freight rates have furnished a firm background for the market's price structure. Stocks are not excessive but are meeting requirements promptly.

Acids

Chromic—Production has remained inadequate to meet the demand for this acid. Inquiry for plating use has continued active with a tendency to increase while it has been difficult to expand output on account of the shortage of sodium bichromate.

Hydrofluosilicic—Buying interest from the breweries and from the ceramic and chemical trades has shown a satisfactory degree of activity during the past week. It is stated that transactions are mostly for actual requirements. The supply situation has remained favorable for prompt shipments.

Oxalic—Stocks have remained short without any indication of becoming freer in the near future. The tight position of the market has kept producers from accepting additional business.

Sulphuric—Maintenance of heavy demand has kept production under pressure and prevented stock accumulations. Suppliers state that the market's position is relatively tight with the current shortage of tankcars causing some difficulty in the distribution of stocks.

Non-Ferrous Metals

Aluminum—Production of aluminum ingot at secondary smelters totaled 14,994 short tons in January, a decline of less than 2 percent from the 15,245 tons produced in December, according to the Bureau of Mines. As had been the case in November and December, scrap buying by ingot makers was slow because of rising prices and steadily declining supplies of the more desirable grades of scrap. This trend was reflected in alloy ingot prices by a continued upward movement—certain types of secondary ingot, that at the beginning of the year were selling at prices higher than those for the corresponding types of primary ingot, further advanced during January by an average of one-quarter cent.

Copper—April production of refined copper in the United States was placed at 104,044 tons by the Copper Institute. Production in the preceding month was 110,886 tons. Foreign output in April amounted to 88,172 tons, against 87,918 tons in March. Domestic deliveries in April were 116,475 tons, compared with 122,988 tons in March. The daily average in April was 3,883 tons, against a yearly rate of 3,791 tons in 1947. Stocks on April 30 were 67,257 tons of domestic and 150,171 tons of foreign, compared with 68,582 tons of domestic and 158,332 tons outside the United States on March 31.

Mineral investigations carried on by the Bureau of Mines on copper deposits in two Alabama counties and lead-zinc deposits in Grant County, New Mexico, are described in separate publications released for distribution by the Bureau. Report of Investigations 4221 is entitled, "Stone Hill Copper Mine, Cleburne and Randolph Counties, Alabama." This is considered the most important old copper

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mine in Alabama, the Stone Hill mine was drilled in October and November, 1943. Report of Investigations 4237 is called "West Pinos Altos Zinc-Lead Deposits, Grant County, New Mexico." From September, 1946, to April, 1947, Bureau engineers mapped the Houston-Thomas claims of the Pinos Altos district and drilled six diamond drill holes totaling 1,824 feet. A free copy of either of the publications described above may be obtained by writing to the Bureau of Mines, Publications Distribution Section, 4800 Forbes street, Pittsburgh 13, Pa. The publication or publications desired should be identified by number and title.

Lead—The average daily rate of lead output from domestic mines in March rose to the highest level since August, 1944, according to the Bureau of Mines. March lead production, in terms of recoverable metal, was 35,534 short tons, an average of 1,146 tons per day compared with 32,337 tons in February produced at an average rate of 1,115 tons per day. The combined production of lead in Arkansas, Kansas, Missouri, and Oklahoma totaled 13,423 tons in March. The average daily rate of output increased 6 percent over February and was 4 percent greater than the daily average for 1947. March lead production in the combined Western States totaled 21,260 tons, the greatest monthly output since June, 1942. The average daily production rate increased from 678 tons in February to 686 tons in March. Every State except Nevada and South Dakota produced more lead in March than in February and all except California, Nevada, Oregon and South Dakota exceeded the average monthly output for 1947.

Manganese—The export duty on manganese ore has been reduced to 15 percent ad valorem, according to an announcement recently issued by the Government of India. This figure is substantially lower than the specific duty of 20 rupees (about $6) per long ton which was put into effect provisionally on February 29.

Silver—Prices have not been subjected to any change since early in November, 1947. The official closing price for silver bullion in New York was 74⅝c. per ounce.

Silver Bullion Price Range

	Per ounce	
	New York	London
High	Jan. 2, 1948—74⅝c.	Jan. 2, 1948—45d.
Low	Jan. 2, 1948—74⅝c.	Jan. 2, 1948—45d.

Tin—Importations in March were placed at 5,138,000 pounds by the Department of Commerce. February imports were 3,819,000 pounds and in March, 1947, importations amounted to 134,000 pounds.

Zinc—The average daily rate of zinc production from domestic mines continued to increase in March, exceeding by a slight margin the average daily output in 1947, according to the Bureau of Mines. The March zinc production, largest since June, 1947, was 53,824 short tons of recoverable metal, an average of 1,736 tons per day compared with 47,612 tons in February produced at an average rate of 1,642 tons per day. Despite a continued general increase in zinc mine production since June, 1947, the daily average output in March was 7 percent short of equalling the average for the first half of 1947. Zinc production in states east of the Mississippi River increased 12 percent in March. In Arkansas, Kansas, Missouri, and Oklahoma the combined March output was the largest since June, 1947. Total production in March was 37 percent greater than the average output during the latter half of 1947, but was only 64 percent of the average production during the first six months of the year. Mine production of zinc in the combined western states in March gained 12 percent over February as every state except California and South Dakota recorded gains in output.

Two separate reports describing Bureau of Mines investigations of zinc deposits in Wisconsin and New Mexico have been released for general distribution. One of the projects was undertaken during World War II, and the other was completed in 1947. Report of Investigations 4226 is entitled, "Investigation of Coker and Bickford Zinc Deposits, Iowa County, Wisconsin." During a general investigation of the upper Mississippi lead and zinc field, the Bureau of Mines, between 1942 and 1944, sampled tailing piles at the Coker mines and also explored both the Coker and Bickford properties by churn drilling. Report of Investigations 4228 covers "Copper Flat Zinc Deposit, Central Mining District, Grant County, New Mexico." After numerous preliminary surveys by the Bureau of Mines and Federal Geological Survey, Bureau engineers in 1946 and 1947 explored the Copper Flat deposit by drilling four holes. The project was designed to determine the existence of lead-zinc deposits below the level of existing workings. Results of the study are given in the publication. A free copy of either of the above publications may be obtained by writing to the Publications Section of the Bureau of Mines, 4800 Forbes street, Pittsburgh 13, Pa.

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OIT Export Policy

—Continued from page 3

ing in a contract between the applicant and the foreign buyer.

Evidence of orders from a foreign purchaser need not be submitted where the amount of the transaction covered by the application is not more than $100 in value or not more than twice the GLV value of the named commodity, whichever is higher. However, the exporter must keep such evidence available for inspection upon request by the Department of Commerce for the duration of export control.

End Use — where commodities are licensed for export on the basis of the specific end use to which the material will be applied abroad, applications will be considered for approval only if they conform to appropriate end uses.

Historical basis for granting export licenses—throughout the war years and the postwar period, a controlling factor in the granting of export licenses was the "historical method," whereby the bulk of export quotas was reserved for those exporters who had established America's export trade during a base period of severe competition when there were no export controls. While the "historical method" will not be the predominating factor in licensing commodities subject to the provisions of this bulletin, it may be taken into consideration together with other criteria when quotas are oversubscribed in order to ensure, insofar as possible, a fair and equitable distribution of available quotas.

Foreign government recommendations —the Office of International Trade reserves the right in all respects to determine to what extent any recommendations made by foreign governments should be followed. However, OIT will not seek or undertake to give consideration to recommendations from foreign governments as to the United States exporters whose license application should be approved.

United States government and foreign procurement—for such purchases as may be made by agencies of the United States government, licenses, where required, will be issued to the United States purchasing agency or its designee making the export shipment, but such exports will be authorized only where it is evident that the use of private trade channels is inappropriate. Procurement by foreign governments will be subject to continuous review in line with the announced policy of the United States to maximize the restoration of private trade, and in every instance the foreign government will be requested, before it buys any commodity, to establish the competitive nature of its procurement.

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Northeastern Wood Council Plans June, Sept. Meetings

The Northeastern Wood Utilization Council will join with the Northeast Kiln Drying Association and the New England Kiln Drying Association in a conference on "Economies in Seasoning" at Poland Springs, Me., on June 25. The tentative program for the conference includes papers on:

"Fundamentals of Seasoning", by Raymond C. Rietz, chief of the division of timber physics, United States Forest Products Laboratory; "The Cost of Poor Kiln Drying", by Roy M. Carter, Northeastern Forest Experiment Station; "Kiln Drying Progress in Maine", by M. G. Tolman, president Northeast Kiln Drying Association; "Kiln Drying Progress in New Hampshire", by George Parsons, Sprague & Carleton, Keene, N. H.

Also, "Improved Schedules for Kiln Drying Turnery Squares and Turned [illegible]", by Gregory Baker, associate professor of forestry, University of Maine; "Chemical Seasoning", by W. Karl Loughborough, United States Forest Products Laboratory; "Modern Dry Kiln Equipment", by John B. Welch, Standard Dry Kiln Company, Indianapolis, Ind., and "The Low Cost Furnace Type of Kiln", by Oscar Torgeson, United States Forest Products Laboratory.

The council will also hold a conference at Cambridge, Mass., on September 17, in cooperation with the Massachusetts Institute of Technology. The program for the conference, now being prepared, will cover the chemistry of bark and the various methods of utilizing it.

Dow Shifts Staff Of Research Dept.

Dow Chemical Company, Midland, Mich., has added Emmit W. Archer to the staff of its magnesium laboratory as a research and development engineer. Mr. Archer was formerly associated with the Udylite Corporation, Detroit. The company also transferred Edwin A. Meyers from its cellulose division to its mechanical development and engineering department as a research and development engineer.

Other personnel changes recently made by the company include the appointment of Harold G. LeMay as research and development engineer of styrene experimental polymerization, and Otis R. McIntire as laboratory research director of "Saran" polymerization laboratory. Mr. McIntire replaces Dr. G. W. Stanton, who has been transferred to the company's Great Western Division, where he will head activities of a new polymerization laboratory.

National Aluminate Corp. Issues Ion Exchange Booklet

National Aluminate Corporation, Chicago, has published a booklet on ion exchange principles, properties and uses, and technical data on materials. The booklet gives technical data on each of the commercially available types of ion exchange materials sold by the company and contains brief notes on a number of chemical manufacturing and processing operations employing ion exchangers. Copies may be obtained from the company at 6220 West Sixty-sixth place, Chicago 38, Ill.

Foreign Sales Leads

—Continued from page 5

agency); Sydney, Australia (BU-10); Copenhagen, Denmark (BU-15, agency).

Machinery for extraction of vegetable tannin, Lima, Peru (BU-12).

Medicinal preparations, Catania, Italy (BU-2).

Oil seeds, Catania, Italy (BU-2).

Paint, Sydney, Australia (BU-10).

Painters' materials, Turin, Italy (BU-11, agency).

Palm oil, Catania, Italy (BU-2).

Petroleum, Bologna, Italy (BU-7).

Petroleum by-products, Bologna, Italy (BU-6).

Pharmaceutical products, Palermo, Italy (BU-5, agency); Turin, Italy (BU-9, agency).

Potash, Dusseldorf, Germany (BU-1).

Potassium chlorate, Dusseldorf, Germany (BU-1).

Potassium permanganate, Dusseldorf, Germany (BU-1).

Sodium chlorate, Dusseldorf, Germany (BU-1).

Sodium peroxide, Turin, Italy (BU-8).

Sodium sulphate, Dusseldorf, Germany (BU-1).

Starch, corn and potato, Dusseldorf, Germany (BU-1).

Textile chemicals, Brussels, Belgium (BU-14, agency); Modena.

Vitamins, Turin, Italy (BU-6).

Waterproofing materials (textile), Brussels, Belgium (BU-14, agency).

Vick Chemical Names McCarthy to New Post

Vick Chemical Company, New York has named D. F. McCarthy to the newly created position of manager of international service. In this position, Mr. McCarthy will have charge of international orders, traffic, production, accounting and statistics. P. J. Morris has been appointed to succeed Mr. McCarthy as international production manager, and T. J. Raineri has been named traffic manager.

Westvaco Names Martin To Southern Sales Post

Westvaco Chemical Corporation, New York, has appointed James W. Martin jr. representative for sale of its agricultural insecticides and fumigants in the south. Mr. Martin will make his headquarters in Greenville, Miss., and will be available to assist distributors of the company's DDT, benzene hexachloride, 3-5-40 cotton dust and other products.

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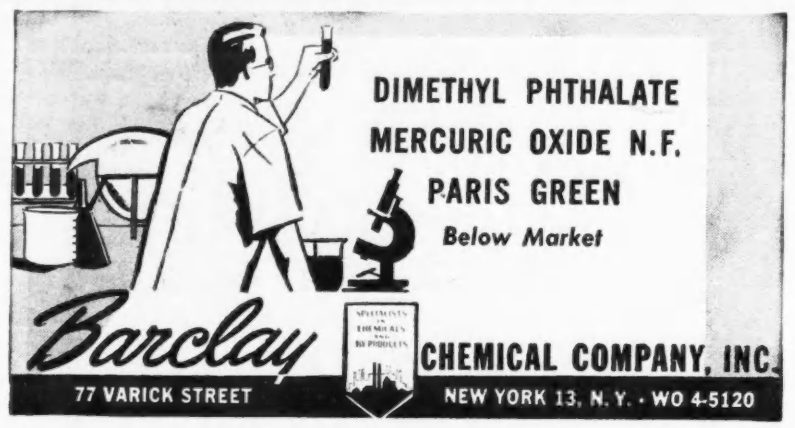

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Baker Chemical Installs New Water Demineralizer

The J. T. Baker Chemical Company, Phillipsburg, N. J., has installed a water demineralizer employing the ion exchange principle in place of the stills it formerly used. Developed and installed by the American Cyanamid Company, the new equipment is said to materially reduce the cost of producing mineral-free water that is equal to or better than the triple-distilled water formerly used.

Specifications for the water used in the formulation of the company's analytical reagent chemicals and acids are unusually stringent, and the equipment has been designed so that higher or lower specifications may be met by an adjustment of the controls.

M. J. Udy Receives Medal From Western N. Y. ACS

Marvin J. Udy, chemical and metallurgical consultant, Niagara Falls, N. Y., was presented with the 1948 Jacob F. Schoellkopf medal of the Western New York section of the American Chemical Society at a recent meeting of the section in Niagara Falls. Mr. Udy, who was awarded the medal in recognition of his development of methods of plating materials with cadmium and chromium, described his early experiments in this field in his acceptance address.

Internat'l Minerals Opens New Amino Products Plant

International Minerals & Chemical Corporation has formally opened its new amino products plant at San Jose, Calif. The new plant will be devoted principally to the production of sodium glutamate monobasic, but will also produce glutamic acid, glutamic acid hydrochloride, betaine, betaine hydrochloride and other amino acids.

Tagliabue Corp. Moves

The C. J. Tagliabue Corporation, manufacturer of chemical and pharmaceutical laboratory equipment, has moved its offices and production facilities to 614 Frelinghuysen avenue, Newark 5, N. J. The organization, formerly known as the C. J. Tagliabue Manufacturing Company, Brooklyn, N. Y., is now a wholly-owned subsidiary of the Weston Electrical Instrument Corporation, but will continue to manufacture its line of "TAG" instruments.

Harshaw Publishes Booklet

Harshaw Chemical Company, Cleveland, Ohio, has published a booklet which lists all chemicals marketed by the company, relates a brief history of the organization, and describes its major activities. Copies of the publication may be obtained from the company at 1945 East Ninety-seventh street, Cleveland 6, Ohio.

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Agricultural Chemicals

Benzene hexachloride 50 percent dry and wet dusts have been established at lower selling levels. Competitive influences have resulted in a reduction of 3c. per pound. No change was made in the price of the technical grade. Sales of menhaden fish meal were made at higher prices to the feed trade. Ammonium sulphate shipments were of better dimensions but were behind contract schedules and no easement in the supply is in sight. Importations of sodium nitrate have kept flush with contracts while demand is considerably beyond the available supply. Potash producers are now giving their attention to contract shipments covering the coming year. Regarding the army's request for 50,000 tons of superphosphate it is stated that the bids amounted to 100,000 tons spread mostly by producers in the West at current market prices. The purchase is expected to have a steadying influence on the market. Some hoof meal sold in the West on a delivered basis at ¾c. per unit over the works' price. Dried blood and tankage received enough support from the feed trade to sustain former price levels. Bone meal and castor pomace were not available for prompt shipment owing to the sold up condition of output although an active inquiry was reported for both materials.

For the first time in history, monthly production of superphosphate exceeded the million-ton mark in March. Reports submitted to NFA and a summary of reports submitted to the Bureau of the Census indicate that output at 174 plants reached a new high of 1,032,000 equivalent short tons (basis 18 percent a.p.a.) during that month. The previous record was reached in December, 1947, when production was 965,000 equivalent tons, 7 percent less. The monthly production in March, 1947, was 16 percent less than this March. Shipments of 645,000 tons during March surpassed those of a year ago by 11 percent and the amount of superphosphate used in mixed goods was also 11 percent greater. Production of normal superphosphate (18 percent a.p.a.) accounted for the major part of the increase over the previous record production of December and totaled 930,000 tons. Production of concentrated superphosphate during the month increased 11 percent over the December figure of 34,000 tons (45 percent a.p.a.).

Nitrogenates

Ammonium Sulphate—Heavy demand has continued to feature the market with stocks of coke-oven material definitely short. Shipments are running behind schedule although production has increased. February exports are placed at 9,170 tons by NFA, compared with 10,451 tons for the same month last year.

Bone Meal—Production restricted at present and said to be entirely under contract for prompt shipment. The market's price position is firm with no significant changes to note. Importations of 1,278 bags from Bangkok were noted during the week.

Castor Pomace—Stocks are short for prompt shipment with production sold to fertilizer interests. The contract price is firm at $27.50 per ton in bags, carlots f.o.b. the works.

Fish Meal—Feed trade has shown interest sufficiently to advance the market to $135 for 60 percent and to $140 for 65 percent protein. It is stated that most of the business placed has been on a when and if basis. Baltimore reported $110 per ton for manhaden scrap.

Hoof Meal—Sales on a delivered basis were reported at $6.25 per unit of ammonia. The works price was unchanged at $5.50, Chicago.

Sodium Nitrate—Shortage of stocks for immediate or nearby shipment has kept buying conditions definitely tight. Importations during February totaled 99,494 tons, compared with the same month a year ago. January-February imports totaled 167,575 tons, against 21,714 tons for the same period in 1947.

Tankage—Sales have been made at $6 per unit of ammonia here and in the West. Buying interest was not unusually active with the feed trade willing to take on some stock at the current market price.

Phosphates

Phosphate Rock—Market supply position has not eased to any appreciable extent owing to the maintenance of heavy demand from acidulators. According to statistics compiled by NFA, February exports of phosphate rock amounted to 102,834 tons. This total included 9,000 tons of Florida high-grade rock, 53,916 tons of land pebble and 165 tons of other Florida rock, also 39,753 tons of Tennessee, Idaho and Montana rock. The total amount of phosphate rock exported in February, 1947 was 51,552 tons.

Superphosphate—Bids for the army's 50,000 tons were opened last week. It was stated that offers amounted to 100,000 tons from a spread of producers in the vicinity of the Pacific coast. It is understood that only two brokers were represented in the offers and that prices submitted were in line with current quotations. It is expected that purchases will have a steadying influence on the market and relieve some of the stock accumulations. Domestic demand at present is mostly from the midwest.

Potashes

Mixers are endeavoring to increase commitments of muriate for the 1948-49 season but from current trade reports the allocations will be about the same as in the preceding year. Inquiry for contracts is active and it is expected that considerable business will be booked during the next few weeks. Importations of muriate in February totaled 9,275 tons, compared with 7,371 tons and 8,782 tons for corresponding months in 1947 and 1946 respectively. Exports in February were 5,227 tons with no foreign shipments recorded in the same month last year or in 1946.

Pesticides

No particular change in the buying policy can be noted at this late date. Compared with a month ago, the volume of business has increased but the current buying disposition is still confined mostly to spot shipments. Stocks are not free in the lead based materials but there is plenty of DDT around with trade rumors of price concessions although no announcements of lower prices have been made. Competitive influences have resulted in lower prices for benzene hexachloride 50 percent dry dust. The carlot price is now 22½c. per pound delivered to distributors and wet 50 percent dust has been reduced to 23½c., same basis. Less than carlots are 1c. per pound higher. There was no change in the price of the technical grade which remained at 3¼c. per gamma isomer—f.o.b. the works. It is expected that a sizable amount of this material will be sprayed on the cotton plants this season unless a warm hot weather period develops.

According to advices from Harrisburg, Pennsylvania, plans are being made to spray 150,000 acres in the northeastern part of the state with DDT. This is one of the largest experimental tests to discover the effects on leaf-feeding insects, particularly the gypsy moth. It is stated that surveys in the past four years have shown no bad effect on wild life or beneficial insects.

Sulphur and Pyrites

Mine shipments of native sulphur in March were placed at 422,339 long tons, against 334,142 long tons in the preceding month by the Bureau of Mines. Combined shipments from January 1 through March were 1,115,544 long tons, against 1,098,535 long tons for the same period in 1947. Apparent sales in March were 383,230 long tons, compared with 413,292 long tons in February. Sales for the first three months in 1948 totaled 1,185,348 long tons, against 1,102,771 long tons for the corresponding period in 1947. Pyrites is now quoted at $8.00 per long ton flat c.i.f. Atlantic ports for the Spanish grade. The market supply is somewhat tighter as a result of lower production in Spain and an increased demand from European countries.

For Late Market Developments, See Page 4

Market Trends

Prices Advanced

Fish meal, $10 per ton.

Prices Reduced

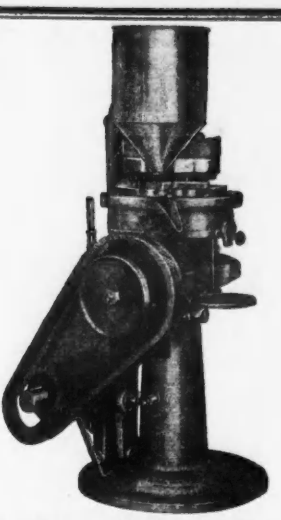
Benzene hexachloride, 50 percent dry dust, 3c. per lb.
50 percent wet dust, 3c. per lb.

Comparative Price Indexes

(100=August 1, 1914)

Last week.	Prev. week.	Last month.	Last year.
74.5	74.5	74.5	71.5

(For Current Prices see Page 9)



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Appearance	Oily water-white liquid
Odor	Mild ester
Acidity (as Phthalic Acid)	0.01% by weight max.
Specific Gravity 20 20°C	1.047-1.049
Assay (ester content)	Minimum 99% by weight
Weight per gallon	Approximately 8.75 lb.

Containers: 50-55 gal. one-way steel barrels

* * *

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Coaltar Chemicals

With the exception of an announced price rise of 2c. per pound by one major producer on phthalic anhydride, effective on contract June 15 and with sales limited to contract customers, there were no indications of price movements in the coaltar chemical market. However, the first of June was expected to bring a few minor adjustments in certain basic products by producers who had not made any changes at the time most basics were adjusted. The advance in phthalic anhydride which has been announced was necessitated by increased raw material costs.

The dyestuffs industry was operating at a somewhat reduced rate as a result of lessened demand for dyes caused by an eased demand in the textile field. Finished products of the textile industry, which due to high manufacturing and material costs are priced relatively higher than some time ago, were meeting consumer price resistance. This situation was reflected all along the line by diminished operations of the textile and dyestuff industries. This put certain of the dye intermediates which had been short, in an eased supply position.

There was also a reported reduction of demand for finished products in the plastics industry, which was reflected in lessened demand for plasticizers and other chemicals, but the seasonal slump was not felt to be as severe as that which developed last year. There was another factor affecting the demand for chemical plasticizers which was expected to develop into a marked trend in the coming months. This factor was the increasing use of resinous synthetic condensation products as plasticizers in lacquers and plastics, in preference to such specific chemical plasticizers as the alkyl phthalates and others. This tendency is based on increased chemical resistance, lower vapor pressure and greater permanence and durability.

In the paint industry the slump in demand for finishes was more acute in the trade sales field, but industrial finishing was sufficiently affected to have caused considerably less demand for aromatic solvents in recent weeks. The demand for phthalic anhydride was apparently unaffected.

Production of chlorinated intermediates were being hampered to some extent by the tightening chlorine supply situation as a result of labor strikes in plants of a major chlorine producer.

Steel operations last week were scheduled at 95.4 percent of capacity, according to the American Iron and Steel Institute. This rate was equivalent to the production of 1,719,600 tons of ingots and castings, compared to 1,699,700 tons the previous week, and 1,681,700 tons one year ago.

Basic Products

Benzol—With steel operations running around 95 percent capacity, the supply position of benzol was in more normal balance with demand than in the weeks immediately previous to last week. Prices were holding firm with no indications of any changing prices in the immediate future. Increased demand for benzol for the manufacture of maleic anhydride, had to date failed to materialize due to the very limited extent to which new production had as yet succeeded in getting into operation.

Coaltar—The flow of tar from steel producers to tar distillers, while far from adequate to meet their requirements, was at a somewhat more satisfactory rate than during the strike period.

Creosote—The creosote market remained unchanged during last week from the position of abundant supply and inventories remained at heavy levels presenting a storage problem in many quarters. Prices remained at quotations ranging from 19½c. to 21½c. per gallon, with increasing percentage of the sales volume moving at the lower figure. The opinion was expressed, but not uniformly held, that the current excessive supply situation would soon correct itself through expanded wood preserving operations. Costs of domestic production were such that the quoted price of 21½c. could not be reduced by tar distillers.

Cresol—The synthetic resin and other grades of cresols remained in their critical supply position as a result of short overall supplies which were in heavy demand from the synthetic resin and plasticizer industries. While the demand for plastics in general was off seasonally, although to a lesser degree than one year ago, the backlog of demand for cresylics was such as to sustain capacity production.

Cresylic Acid—Petroleum cresylic acids were advanced in price 1½c. per pound by a major producer. The upward price adjustments were uniform all across the board for the various boiling ranges, and reflected increasing raw material costs. The pressure of demand for petroleum cresylics was reported as heavy and far in excess of available supplies.

Coaltar source cresylic acid was likely to maintain its current price spread held so far during the second quarter until after the first of the month. Supplies were still critically short of demand from the disinfectant, synthetic rosin and plasticizer industries. Imported last week were 1,161 drums from Britain.

Naphthalene—A recent explosion in a large tar product plant of a major producer damaged one condenser building, but the stills were unaffected. Company officials estimated that production of crude naphthalene would not be affected, except for a delay in deliveries. Schedules were expected to be retarded by no more than a week while repairs were being made.

The price structure on all grades of naphthalene held firm last week, and there was no change anticipated in the immediate future.

Refined naphthalene was in active demand and moving in good volume, but shortages such as occurred last year, were not evident because of lessened demand and the planning of refiners to avert it. Crude naphthalenes were critically short despite a less urgent call for naphthalene derivatives in some branches of the chemical industry. Reduced operations of dyestuffs manufacturers and a diminished demand from the plastics industry for plasticizers of the phthalate type did not materially ease the supply situation. Phthalic anhydride was moving at capacity production levels, and there was no easing of the market situation. During 1947, 454,380 pounds of refined naphthalene were imported.

Phenol—Both natural and synthetic phenols continued to move at full capacity production last week. There remained, however, the shadow of apparent easing in demand indicated by only a lessened pressure on producers for prompt deliveries. It was doubted in some quarters that there would be any further development in the situation beyond this point, and business was expected to continue at full capacity levels. American industry was dependent almost wholly on domestic production, because imports during all of last year amounted to only 1,142 pounds. Britain, despite the need for dollars was in such need for phenol that exports were not allowed, and substantial purchases from this country were being made.

Prices of phenol were holding firmly to levels adjusted at the beginning of the second quarter. It was felt relatively certain, but not definitely assured, that prime

Market Trends

Prices Advanced

None

Prices Reduced

None

Comparative Price Indexes

(100=August 1, 1914)

Last week.	Prev. week.	Last month.	Last year.
152.8	152.8	152.6	133.8

(*For Current Prices see Page 9*)

Coke By-Products

Estimates of by-product cokeoven operations in the week ended May 15 indicate the following output of by-products from that source:—

Ammonia liquid NH_3	lbs.	1,161,605
Ammonia sulphate	lbs.	30,257,140
Benzol	gals.	3,800,200
Coaltar	gals.	14,697,850
Creosote oil	gals.	781,576
Naphthalene, crude	lbs.	1,863,568
Phenol	lbs.	220,092
Toluol	gals.	760,658
Xylol	gals.	171,586

For Late Market Developments, See Page 4

for Improving softness and handle of TEXTILES . . .
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producers would maintain current schedules during the third quarter.

Pyridine—The market position of pyridine remained unchanged from that of recent months. Tight supplies were characteristic of the refined two degree material, with the denaturing grades were readily available. Prices were firm and unchanged.

Solvent Naphtha—Full capacity production of solvent naphtha moved promptly into the market last week as a result of sustained heavy demand. Firm price schedules maintained over recent months were unchanged, and the supply position was still one of an overall shortage although most consumers were able to get sufficient material to meet their most drastic needs.

Toluol—The market situation was generally tight on this item, but not critical. The continued lessened demand from the protective coating field kept the market in the same slightly eased position of recent weeks. Prices were firm and unchanged from levels prevailing in recent months. A greater demand from the industrial finish field was anticipated, and would become effective when the increased aircraft production program gets under way.

Xylol—The supply situation on this material continued tight, and prices were firm and unchanged. The demand for xylol which has fallen off in recent weeks, was still sufficient to prevent any marked easing in supplies. Most consumers of xylol were able to fill their most imperative needs.

Intermediates

Alphanaphthylamine—Demand for this item continued strong during the past week, but supplies were still limited and producers were running up against difficulties in trying to fill orders. The item had been in a tight supply position for some months and it was the opinion of most producers that this position could not change in the immediate future, at least.

Anilin—There were no price changes reported for this product. The recent reduced operations in the dyestuffs industry had lessened the pressure on producers to some extent and as a result it was reported that the supply and demand pictures were in fairly good balance.

Betanaphthol—Imported last week from Antwerp were some 200 drums of betanaphthol. Supplies were described as still critically short, and prices were firm at current levels under the price spread prevailing since April 1.

Dimethylanilin — According to figures recently released by the United States Tariff Commission, there was a total of 712,737 pounds of this product brought into the United States from abroad during the past year. Last week producers reported that the item continued to be in short supply, while demand for it continued at high levels. Despite the difficulty in supplying it, producers reported no changes in the price schedules. The primary cause for the shortage of the product was the continuing scarcity of methanol.

Dinitrobenzene—The price schedule for this item continued firm at the old levels of 16c. to 21¾c. per pound during the past week. Supplies of the product were at fairly good levels, mainly because none of the products entering into the manufacture of it were critical as to availability. Demand for it was at high levels and producers were selling all of it they could manufacture. Actual production was not causing any particular difficulties but producers were having some trouble with the scheduling of equipment.

Dinitrochlorobenzene — This item was living up to expectations on price last week, and was still holding to the old range of 14c. to 17c. per pound, a level at which the industry believed it would remain for some time to come. The organic chemical industry in recent weeks had shown an inclination to take less of the item than it had in the recent past and as a result the supply situation was considerably easier. Despite this drop in demand, requests for the material were still being received in good numbers.

Maleic Anhydride—Although the industry was going to considerable efforts to relieve the situation, the fact remained that this material was still in a critically short position last week, and might remain that way for some time to come. New plants were either ready to start producing or were in the construction stage, but it was expected that the item would still be difficult to obtain for a while because of the present high demands and the heavy potential usuage of it. It was true that some new plants were already working, but what they could produce was not enough to furnish much relief for the overall picture. Producers also felt that the new plants could not

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80.6	50%
80.8	95%
80.9	dry
Color	OK
Wash	No. 1
No free acid	
No. H_2S or SO_2	
Copper Corrosion	OK
Odor	OK
Total Sulphur	.08%
S.gr at 60° F	.8846
Wt. per gal. at 60° F	7.3761 lbs.

COALTAR CHEMICALS CORPORATION

William D. Neuberg, President

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run at top efficiency for a short time to come because of the normal mechanical difficulties encountered in putting any new unit into operation.

Metacresol—One producer last week announced a price of 85c. a pound on this item in drums, which was 5c. a pound more than the last high price received for the outside of the range. The product, from another producer, was still available for as low a price as 65c., however. The material was still in a tight situation as to supply, although producers were making all they could at the present time and one producer announced new plant facilities under construction and expected to start manufacturing the material shortly. During the past year, 1,574 pounds of this item were imported by United States consumers, it was reported in a recent statement from the United States Tariff Commission.

Orthochloronitrobenzene—Supply and price conditions were largely unchanged for this item during the period under review, and the only item of interest was a report from the United States Tariff Commission which stated that during the past year there were 22,403 pounds of the material brought into this country from abroad.

Orthocresol—A critical condition still prevailed as far as supply of this item was concerned last week, and producers reported that they were not expecting that it would improve for some time to come. Demand, on the other hand, continued at very high levels. During the past year, consumers in this country were able to buy only 399,631 pounds of this material from abroad, according to recent figures from the United States Tariff Commission.

Parachloroanilin—Prices held firm at their old levels for this item and there were no particular changes reported in either the supply or demand situations. The material was still difficult to obtain and producers of it reported that they were receiving more orders for it than they could comfortably handle with their present facilities for manufacture. During 1947, it was reported recently by the United States Tariff Commission, importers in this country took 6,720 pounds of this material from producers abroad.

Parachlorometacresol—Two thousand pounds of this material came into the United States from sources abroad during the past year, it was reported recently by the United States Tariff Commission, but outside of that announcement there was little of new interest in the market for this item.

Parachloronitrobenzene—Supplies were difficult to obtain during the past week. Demand remained firm for moderate quantities. Last year, 25,170 pounds of this material were imported by this country, the United States Tariff Commission recently reported.

Paracresol—Although one producer had just started production of this item on a synthetic basis, there was still little relief being felt in the supply situation of the item. On the whole, not much of the item was being produced and what was being made was not nearly enough to satisfy the demands of consumers. Despite this condition, prices remained firm at their previously established levels.

Phthalic Anhydride—An increase of 2c. a pound for this item was announced by one producer last week. Other makers of the product said they had no new quotations on the product at that time. The price was advanced to 21½c. in carloads and 22½c. in less than carload quantities. The producer who upped the figure announced that it was selling only on a contract basis to established customers. The new prices were to become effective on contract on June 15. The advancing costs of raw materials was seen as the principal reason for the increase. Demand for the product was still heavy, and supplies were in such a position that manufacturers of the material were not able to keep up with the demands being made by the market.

Styrene Monomer—Supplies of this item were at fairly good levels. Demand was reported to be strong and users were taking the material in good quantity. Pricewise, the market was quiet, with quotations holding to their former levels. During the past year, it was reported recently by the United States Tariff Commission, 736,736 pounds of the material were bought from sources abroad by users in the United States.

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Petroleum Derivatives

Market conditions in petroleum derivatives during the week were without appreciable change. Quotations in all areas were uniformly firm, while supply and demand maintained previous levels.

With market prices remaining stable, further tightening of aliphatic supplies was noted during the period under review. This limiting of supplies was apparently due to the diversion of raw petroleum stocks from aliphatic to gasoline production because of the higher profit margin on the latter product. Meanwhile, producers continued to report slow business from all quarters. Some trade sources, in fact, were beginning to talk of a recession, but this feeling had no substantiation elsewhere. There was no denying the pessimism current in the market, however, and aliphatic producers indicated that business was definitely off.

In aromatics, meanwhile, earlier reports of a newly-constructed plant in the Toledo area, which was previously said to be ready to begin commercial distribution of toluol and xylol, last week was said to be only in the first stage of this operation. Though the plant apparently is still ear-marked for aromatic production, information from company officials last week indicated that no definite date for the start of such operations has been set. Meanwhile, prices remained at former levels and demand continued unchanged. Supply-wise, conditions were still relatively easy.

Higher boiling range aromatics and aliphatic-aromatic blends were without variance, the former extremely tight and the latter scarce to a lesser degree. Quotations were well maintained. Lighter fractions, meanwhile, continued in good supply at firm prices.

Solvents and Diluents

Cleaners' Naphtha — Diversion of raw petroleum stocks from aliphatic to gasoline production last week continued to have a limiting effect on supplies of this solvent. Shipments were still going out in reasonable quantities, but producers intimated that this condition would continue only as long as business remained slow. No improvement was noted in demand during the week. Price-wise the market remained steady.

Protective Coatings Solvents — Earlier reports of a newly-constructed plant in the Toledo area ready to commence commercial distribution of toluol and xylol were last week viewed as premature by officials of that company. According to information received last week, the plant is still ear-marked for commercial production of aromatics, but no definite date has been set for the start of such operations. Meanwhile, toluol and xylol continued in easier supply, as buying interest remained at reduced levels. Shipments were on schedule for the most part last week, although some temporary transportation tie-ups were reported in isolated areas. Prices were firm for both coaltar and petroleum-source materials.

The price structure of higher boiling range aromatics and aliphatic-aromatic blends were stable during the period under review. Supply-wise, most blends were on short rations, although some grades were still said to be in good availability. Higher boiling range aromatics were uniformly scarce.

Although consuming inquiry remained light last week, prompting some comments of recession in certain quarters, aliphatic materials were in relatively tight supply positions all along the line. The condition was attributed to the natural impulse of producers to favor gasoline over aliphatics because of the higher profit margin on the former. Lacquer diluent, for example, which was in rather free supply for some weeks because of the decline in interest from manufacturers of industrial finishes, last week was described as short. Prices were stable.

The overall pinch on aliphatic stocks applied equally to mineral spirits, where, despite reduced buying interest, the supply situation was generally viewed as limited. Quotations were without variance.

Stoddard solvent demand, though low, was still not low enough to compensate for the reduced production. The lessened output, as a result, produced tight conditions in the market. Market prices in all areas were firm throughout the week.

Despite the general relaxation of demand, which was also true for V. M. & P. naphtha last week, supplies were low. Prices were well maintained in all areas.

Rubber Solvents—No change in the price structure was noted in this section during the period under review. Supplies were low because of the generally reduced production. Demand was weak.

Markets at Other Centers

Los Angeles.—Inquiry for all solvents and diluents exceeded the supply. Prices were unchanged. Stoddard solvent and petroleum spirits, 50 to 199 gallons, 19.2c.

Lighter Fractions

There was no appreciable change in this market during the period under review. Butane and propane were still easy, and were expected to remain so for, at least, the next four weeks. Heptane, hexane and pentane were also in good supply. Price-wise, conditions were without variance.

Los Angeles.—Call for lighter fractions remained good. Supplies were very short, prices steady. Propane was quoted at 6.8c. per gallon, f.o.b. Ventura, Cal. Butane was named at 7.3c., ex-tax, that city.

Waxes

Paraffin—The market on the producer level continued relatively tight, with prices firm and demand moderate. However, spot dealers continued to report sluggish demand, abundant supplies and some quotations. Producers last week were asking 7¼c. per pound for 119-121 ASTM, crude, scale wax in carloads. Crude, scale, 126-128 ASTM, carloads, brought 7¾c. Carlot prices of fully refined wax, grades 122-124 ASTM, 125-127 ASTM, 128-130 ASTM, 130-132 ASTM, 132-134 ASTM, and 135-137 ASTM, ranged from 7½c. to 9.1c. per pound in loose slabs, carload, f.o.b. refinery. Spot quotations, meanwhile, were said to be approximating producers' prices for certain grades.

Los Angeles.—Steady call continued to be recorded for paraffin wax, but supplies limited trading. Prices were unchanged. Supplies were said to be slightly easier on lower melting point wax. High melting point, 140-147 ASTM, carload, loose slabs, f.o.b. shipper's refinery San Francisco Bay area, 10.15c. per pound. High melting point, 157-162 ASTM, carload, loose slabs, 14½c., f.o.b. refinery.

Miscellaneous

Crude Oil—Arrivals last week totaled 676,324 barrels of crude petroleum from Puerto La Cruz, Caripito, Pas Tamura, Las Piedras and Tampico. The American Petroleum Institute reported that the daily average production for the week ended May 8 was 5,413,000 barrels. Daily average crude runs to stills of 5,602,000 barrels were 32,000 barrels above the level of the preceding week, and 759,000 barrels above the week ended May 10, 1947.

Fuel Oil—Imported during the week were 111,000 barrels of fuel oil from Caripito and Curacao. The market, at the same time, was without feature.

Gasoline—State taxes were collected on 28,407,000,000 gallons of motor fuel during 1947, an increase of 2,539,000,000 gallons or nearly 10 percent more than was taxed during 1946, according to figures compiled by the Public Roads Administration from motor-fuel reports of state agencies. This gallonage does not include approximately 4,345,000,000 gallons of gasoline on which the tax either was not paid or was paid at a reduced rate because the fuel was used for government or non-highway purposes such as agriculture, industry, etc. In all, 32,751,954,000 gallons of motor fuel passed through state taxing channels during 1947, compared to 30,138,041,000 gallons in 1946. The average state gasoline tax per gallon for all states was 4.25c. in 1947, as compared with an average tax of 4.16c. in 1946. State gasoline tax rates last year ranged from 2c. per gallon in Missouri to 7c. per gallon in Florida, Louisiana and Tennessee. The Federal tax is 1½c. per gallon.

Market Trends

Prices Advanced

None

Prices Reduced

None

(For Current Prices see Page 9)

Crude Oil Stocks

Stocks of domestic and foreign crude petroleum at the close of the week ended May 8 totaled 221,717,000 barrels, according to the Bureau of Mines. Compared with the total of 223,159,000 barrels for the preceding week, this represents a decrease of 1,442,000 barrels, comprising a decrease of 1,739,000 barrels in stocks of domestic crude and an increase of 297,000 barrels in stocks of foreign crude. Heavy crude-oil stocks in California, not included in the gasoline bearing stocks totaled 7,114,000 barrels, an increase of 33,000 barrels.

For Late Market Developments, See Page 4

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KESSLER CHEMICAL CO., INC.

Textile and Leather Chemicals

Market Trends

Prices Advanced

None

Prices Reduced

None

Comparative Price Indexes

(100=August 1, 1914)

Last week.	Prev. week.	Last month.	Last year.
375.5	375.5	375.5	312.2

(For Current Prices see Page 9)

Consuming inquiry for sizing materials was more active, though business was still moderate and mainly for prompt requirements. Consumers, however, showed less apprehension as to business conditions in the near future and indicated more interest in Summer requirements. Trading also was improved beyond the 30-day requirements. Prices of all sizing materials remained on a steady basis. Stocks of potato starch at Maine mills were materially reduced and were firmly held by grinders. The output has been cut in half and all grinding operations in Maine were expected to cease within ten days. Production during the Summer was uncertain because of the unfavorable prospects of early potato crop in the South. Stocks of high grade tapioca flour on the spot were reported limited while mediums were in more liberal supply. Inquiry for shipments of high grades from Brazil has increased, though business was held up by the export embargo, which was expected to be lifted in June. Sago flour on the spot was unchanged though replacements costs were reported fractionally higher. Cornstarch and dextrin were in good demand against former orders and new business also was reported improved.

Consuming inquiry for tanning materials continued inactive last week. Tanning operations were reported cut about 25 percent. Preliminary estimates by the Tanners Council placed the shoe production for May at 33,500,000 pairs, against 36,404,000 pairs for the same month last year, a reduction of 8 percent, which was more than the usual seasonal decline. While demand for tanning materials continued slow, reports from primary centers indicated prices for shipment were well maintained and offerings were not liberal for most materials, except myrobalans. Demand for quebracho replacements were reported at low ebb and offers from the Argentine and Brazil attracted little if any attention.

Mills consumed 829,730 bales of cotton during April compared with 878,714 bales in March and 882,390 in April, 1947, according to the Census Bureau. Consumption of cotton during the nine months ending April 30 totaled 7,131,046 bales compared with 7,810,484 in similar period a year ago. Cotton in consuming establishments on April 30 amounted to 2,195,881 bales against 2,286,114 bales at the end of March and 2,504,402 bales on April 30, 1947. Stocks of cotton in public storage and at compresses amounted to 2,860,277 bales against 3,339,213 bales and 2,117,197 bales, respectively.

Revised figures indicated cattlehide leather production as smaller during the first quarter of 1948, compared with the same time last year. Production totaled 6,995,000 cattlehides in the first 1948 quarter and 7,413,000 hides in the same period of 1947. Calf and whole kip skins totaled 2,564,000 against 3,258,000 and sheep and lamb skins, 8,689,000 compared with 9,652,000, while goat and kid skins were larger, totaling 10,115,000 against 9,652,000 for the first quarter last year.

Chemicals

Aluminum, Acetate— Prices remained steady at current levels. Demand continued in good volume for prompt delivery.

Bichromates—Steady consuming demand continued to absorb the production which was below requirements. This kept the market in a strong position. Supplies were limited for export and commanded premiums which were above exporters ideas thereby shipments abroad were restricted. Prices were firm and unchanged.

Soda, Acetate—Light supplies were firmly held at former quotations. Demand was quite active and absorbed the bulk of supplies.

Sulphonated Oils—Business was reported confined to actual requirements. Tallow was stronger and in limited supply. Castor oil demand was slow and offerings were liberal. Cod oil was scarce and firmly held.

Sizing Materials

Albumen, Egg—Supplies were more liberal, with the increase in the production. Demand was reported fairly active and quotations were generally steady. Edible was reported sold on the basis of $2.60 per pound, barrels, carlots for May delivery, with stocks on the spot ranging from $2.65 to $2.70, as to quantity. Powdered was 5c. higher. Technical albumen continued steady and in good inquiry. Spot stocks were quoted at $1.55 to $1.60 per pound, depending upon quantity and carlots at $1.48 per pound for May delivery CCC purchased 634,739 pounds of dried egg at $1.25 to $1.26 per pound, barrels and $1.27 to $1.28 in containers on May 12 under the new price support program and 2,652,763 pounds at $1.26 per pound, barrels and $1.28 cartons, May 19. Shell egg holdings increased 1,900,000 cases, May 1. While this increase was 700,000 cases above the 1947 level, it was 400,000 below average. Stocks of 3,000,000 cases of eggs compared with an average May 1 inventory of 5,000,000 cases. Frozen egg holdings increased by 51,000,000 pounds during April to a total of 194,000,000 pounds on May 1. Dried egg stocks continued to decline during April. While the net decline in total dried eggs amounted to only 6,000,000 pounds, stocks reported held to the account of the government dropped 8,000,000 pounds. Government holdings of frozen eggs likewise showed a drop in contrast to the over-all increase in frozen eggs.

Albumin, Blood—Production was reported at a standstill owing to the shutting down of producers plants by labor troubles. The strike has been in progress during the past nine weeks. Prices were unchanged, though merely nominal.

Corn, Sugar—Prices remain steady at the recent increase of 6c. per 100 pounds, because of higher freight rates. Demand was reported fair.

Dextrin, Corn—The supply situation continued tight. Output was sold ahead and deliveries were in active request. Quotations were steady and unchanged at the recent slight advance of 5c. per 100 pounds due to increased freight costs.

Egg, Yolk—Business was reported fairly active, chiefly for immediate needs. Market was unchanged at current levels. Carlots were quoted at 96c. per pound, for May delivery, with spot stocks ranging from 97c. to $1.05 per pound, according to quantity. Tanners egg yolk was quoted at 6c. to 7c. per pound, as to quality.

Sago Flour—Firm conditions continued to feature primary markets. Shipments were increased to 8c. per pound, exdock. Trading was light, mainly in stocks on the spot. Prices were steady at 8¼c. to 8½c. per pound, according to quantity.

Starch, Corn—Buying interest was reported more active and sales were increased for prompt and nearby requirements. Market was unchanged and steady at the recent slight advance of 5c. per 100 pounds because of higher freight rates. Visible corn supply was again reduced and totaled 4,960,000 bushels for the week ended May 15, compared with 20,850,000 bushels for the same period last year, according to the Chicago Board of Trade.

Starch, Potato—Firmness featured this market last week. Trading was light and spotty, but quotations were maintained at 8½c. per pound, carlots, New York delivery. Offerings were not liberal, as unsold stocks in Maine were indicated at 2,000 tons. Total output in that State this season was placed at 20,000 tons, the major portion of which was made since January 1. Half of the plants in Maine were closed and the balance were expected to close down within the next ten days. The outlook for the summer program was said to be unfavorable, owing to poor early crop prospects in the South. Supplies on the spot were unchanged at 9¼c. to 9½c. per pound.

Tapioca Flour—While inquiry for high grade flour was more active for shipment from Brazil, trading was held up by the

For Late Market Developments, See Page 4

export embargo which was expected to be lifted in June by the Brazilian government. Interest in medium grades for replacement was lacking in view of the fairly liberal stocks here. The local market was quiet, though quotations were without change and well held. High grades were quoted at 10¼c. to 10½c. and medium at 9½c. to 10c. per pound, as to quantity.

Tanning Materials

Divi Divi—Buying interest was reported slow, though shipments from primary markets continued firm. Offerings were light and well held on the basis of $64 to $66 per ton, exdock, for 43 per cent. Recent imports totaled 4,416 seroons at New York for delivery against former orders.

Quebracho Extract—Consuming inquiry continued slow, with tanners still backward regarding placing orders at prevailing levels, except for actual needs. Shipments from Argentine and Brazil were maintained at unchanged quotations. Arrivals totaled 12,600 bags at New York for delivery on prior orders.

Wattle—This market remained steady at producing centers, despite light inquiry for replacements. Offerings of bark for shipment were more liberal, than the extract. Interest in the latter was moderate. Prices of both materials were unchanged and well held. Imports of bark totaled 5,510 bales and extract, 16,190 bags at Atlantic ports last week for delivery on previous orders.

Bids Wanted

Alcohol, denatured, 1,650 gallons, Army-Navy Medical Procurement Office (Brooklyn 1, N. Y.) invitation 819, May 28; ethyl, 30,000 gallons, Panama Canal Purchasing Officer (Washington 25, D. C.) schedule 8986, May 28; methyl, 2,500 gallons, Army Signal Corps (Philadelphia 45, Pa.) invitation 1681, May 25.

Aluminum paste, 83,750 pounds, Army Ordnance Department (Metuchen, N. J.) invitation 330, June 3.

Calcium carbonate, 47,650 pounds, Army-Navy Medical Procurement Office (Brooklyn 1, N. Y.) invitation 804, May 28.

Camphor oil, 61,600 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Carbon tetrachloride, 2,125 pounds, Army Engineers Corps (Chicago 6, Ill.) invitation 687, May 28.

Compressed gases, including oxygen, nitrous oxide, carbon dioxide, acetylene, freon, methyl chloride and chlorine, as required from July 1, Veterans Administration Hospital (Louisville 2, Ky.) invitation 49-6, June 4.

Creosote, wood tar, 4,810 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Cresylic acid, 6,600 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Dope, pyroxylin, 27,842 gallons, U. S. Air Force (Wright-Patterson Base, Dayton, Ohio) invitation 1181, May 26.

Drugs & chemicals, Veterans Administration (Washington 25, D. C.) invitation A-167, May 26; Bureau of Federal Supply (Washington 25, D. C.) class 51, June 1.

Engine fuel, aviation, as required from July 1 through December 31, U. S. Air Force, Petroleum Purchasing Agency (Washington 25, D. C.) invitation 19, June 10; regular, 100,000 gallons, Quartermaster of the Marine Corps (Navy Department, Washington 25, D. C.) invitation 739, May 25.

Fish oil, 1,600 gallons, Army Transport Corps (Marietta, Pa.) invitation 338, June 11.

Glue, animal, 2,000 pounds, Panama Canal Purchasing Officer (Washington 25, D. C.) schedule 8981, May 31.

Gold leaf, 1,500 books, Navy Department (Aviation Supply Office, Philadelphia 11, Pa.) invitation 1451, June 3.

Grease, low temperature, 2,276 pounds, Army Ordnance Department (Metuchen, N. J.) invitation 328, June 3.

Ink, lithographic offset, as required through June 30, 1949, Coast & Geodetic Survey (Commerce Building, Washington 25, D. C.) invitation 296, June 3.

Lacquer, camouflage, 2,529 gallons, Navy Department (Aviation Supply Office, Philadelphia 11, Pa.) invitation 1424, June 1.

Laundry starch, 120,400 pounds, various deliveries, Veterans Administration (Washington 25, D. C.) invitation 182-S, May 26.

Linseed oil, boiled, 13,500 gallons, raw, 9,000 gallons, Navy Department (Aviation Supply Office, Philadelphia 11, Pa.) invitation 1432, June 3.

Lubricating oil, aircraft engine, as required from July 1 through December 31, U. S. Air Force, Petroleum Purchasing Agency (Washington 25, D. C.) invitation 19, June 10; 1,200 pounds, and general purpose lubricant, 6,000 pounds, Panama Canal Purchasing Officer (Washington 25, D. C.) schedule 8984, May 31.

Malt syrup, 83,339 pounds, as required from July 1, Veterans Administration (Washington 25, D. C.) invitation 189-S, May 25.

Manganese carbonate, 13,000 pounds, Army Ordnance Department (Metuchen, N. J.) invitation 342, June 1.

Methyl violet toner, 5,000 pounds, Bureau of Engraving & Printing (Washington 25, D. C.) invitation BEP-873, May 25.

Oleic acid, 138,600 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Paint, enamel, 92,534 gallons, U. S. Air Force (Wright-Patterson Base, Dayton, Ohio) invitation 1182, May 25; 110,426 gallons, invitation 1198, May 26; 3,000 gallons, Navy Purchasing Office (Chicago 11, Ill.) invitation 2162, May 26; approx. 3,010 gallons, Navy Department (Aviation Supply Office, Philadelphia 11, Pa.); 1,004 gallons, Army Ordnance Department (Metuchen, N. J.) invitation 315, May 26; 70,000 gallons, invitation 320, May 27; 15,000 gallons, invitation 321, May 27; 65,000 gallons, invitation 323, June 2; 69,000 gallons, invitation 322, June 2; **various,** 161,485 gallons, U. S. Air Force (Wright-Patterson Base, Dayton, Ohio) invitation 1197, May 26; 300 gallons, Federal Works Agency (Washington 25, D. C.) invitation 2570-5-27-1, May 27; 1,500 gallons, Army Transport Corps (Marietta, Pa.) invitation 322, June 7; 26,129 gallons, invitation 344, June 9.

Paint stripper, 155,000 pounds, Navy Department (Aviation Supply Office, Philadelphia 11, Pa.) invitation 1426, June 3.

Photographic developer, Army Signal Corps (Philadelphia 45, Pa.) invitation 1566, May 29.

Pine oil, 252,000 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Potassium amyl xanthate, 92,400 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Potassium ethyl xanthate, 814,000 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Propane gas, as required from July 1, U. S. Air Force (Chanute Base, Rantoul, Ill.) invitation 25, June 16.

Protective compound, strippable, 25,000 gallons, Army Ordnance Department (Metuchen, N. J.) invitation 326, June 2; 30,000 gallons, invitation 325, June 2; 3,000 gallons, invitation 324, June 4; 17,750 gallons, invitation 330, June 3.

Rubber cement, 15,000 gallons, Army Ordnance Department (Metuchen, N. J.) invitation 327, June 3; 16,000 gallons, invitation 267, June 3.

Rust preventive, 10,000 gallons, Navy Department (Aviation Supply Office, Philadelphia 11, Pa.) invitation 1466, June 7.

Silicon carbide, 5,500 pounds, Army Ordnance Department (Metuchen, N. J.) invitation 324, June 2.

Soap, chip, 85,000 pounds, Quartermaster of the Marine Corps (Navy Department, Washington 25, D. C.) invitation 735, May 28; toilet, powder, 2,275 pounds, Bureau of Federal Supply (East Point, Ga.) invitation 66-6600, May 27.

Soda ash, 14,500 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Sodium carbonate, 8,800 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8; 50,000 pounds, Army Ordnance Department (Dover, N. J.) invitation 196, May 28; 8,420 pounds, Army Signal Corps (Philadelphia 45, Pa.) invitation 1684, May 25.

Sodium cyanide, 20,800 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Sodium dicresyl dithiophosphate, 66,000 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Sodium higher alcohol xanthate, 8,800 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Sodium hyposulphite, 20,595 pounds, Army Signal Corps (Philadelphia 45, Pa.) invitation 1684, May 25.

Sodium metasilicate pentahydrate, 542,900 pounds, various deliveries, Veterans Administration (Washington 25, D. C.) invitation 181-S, May 26.

Sodium silicate, 149,600 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

Sodium sulphite, 15,385 pounds, Army Signal Corps (Philadelphia 45, Pa.) invitation 1684, May 25.

Tablets, hexavitamin, Veterans Administration Hospital (Louisville 2, Ky.) invitation 48-345, May 28.

Tetanus toxoid, Army-Navy Medical Procurement Office (Brooklyn 1, N. Y.) invitation 805, May 28.

Zinc sulphate, 74,800 pounds, Army Chemical Center, Md., invitation W18-108-48-457, June 8.

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Height	20½ in.	30 in.
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Color (Gardner)	8 Max.
Acid No. of solution	4-6
Pounds per gallon	7.7
Oil miscibility	Excellent
Through dry	Excellent
Air dry—setting time	Slow
Baking speed	Medium
Hardness	Good
Flexibility	Excellent
Gloss	Excellent
Gloss retention	Excellent
Water resistance	Excellent
Oil and gasoline resistance	Excellent
Weather resistance	Excellent
Specific gravity (resin)	1.05
Phthalic anhydride (resin)	20%
Rosin or derivatives	None
Oil acids content	60%
Type of oil	Soya

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Protective Coatings Materials

The paint industry is running slightly ahead of last year's record sales volume, according to statistics for the first quarter released today by the Bureau of Census. Total paint, varnish and lacquer sales for the first three months of 1948 aggregated $258,635,752, compared with the 1947 first-quarter total of $256,493,567.

Although these figures tend to refute current reports of a decline in business, members of the industry persisted in their belief that sales were definitely below 1947 levels. It was the consensus of opinion among trade sources that April and May figures, when published, would bear out their contention.

Meanwhile, the protective coatings market was largely quiet, as price schedules for a variety of prime pigments stabilized at higher levels. Some weakening was noted in casein and shellac quotations, but the price index was unaffected, continuing at 207.1.

The general stability in the market applied equally to the entire range of pigments, fillers and extenders, synthetic resins and natural gums. Trading for the natural materials was very slow and business in the synthetic section, though off, was still said to be steady.

Casein, meanwhile, dropped two cents and one-quarter cent to one-and-one-quarter cents per pound for the domestic and imported grades, respectively. The decline in market quotations was attributed to the lack of buying interest. Bleached grades of shellac were off one cent per pound, although quotations on orange lacs continued firm both in New York and Calcutta centers.

Also of interest during the week was the announcement of a price advance by one paint manufacturer. The increase, which amounted to an overall 2.7 percent, was attributed primarily to higher costs for white pigments. Other paint companies at week's end were reported to be contemplating similar moves as of June 1.

Market Trends

Prices Advanced

None

Prices Reduced

Casein, dom., acid-precip., 2c. per lb.
Imp., acid-precip., 2¼c. to 1¾c. per lb.
Shellac, bleached, bonedry, 1c. per lb.
refined, 1c. per lb.

Comparative Price Indexes

(100=August 1, 1914)

Last week.	Prev. week.	Last month.	Last year.
207.1	207.1	190.7	175.0

(For Current Prices see Page 9)

Prime Pigments

Antimony Oxide—The market steadied last week following 2c. per-pound increases on the ceramic and paint grades. Meanwhile, the supply-and-demand picture continued relatively unchanged.

Black, Synthetic Iron Oxide—With producers uniformly quoting 1c. per pound more, this section settled down at higher levels. The supply situation remained extremely good, while demand continued at a moderate pace.

Brown, Sienna—In abundant supply all along the line, this material was quoted at higher listings during the week following recent ¾c. per-pound advances for burnt and raw grades. Buying interest, which has only been fair in recent weeks, continued at its former pace.

Brown, Umber — The ½c. per-pound across-the-board increase on American and Turkey grades, which became uniformly effective during the previous week, was firmly established in schedules during the week. Buying was not too heavy, although interest continued steady. Stocks were plentiful.

Green, Chromium Oxide—A steady tone was evident in this section in the wake of the ½c. per-pound reduction in quotations on the pure grades. Supply and demand were unchanged.

Litharge—Quotations on this material remained firm during the week at 19¼c. per pound, carload, and 20¼c. per pound, less carlot. Buying interest and inventories were relatively unchanged.

Lithopone -- Demand continued very active, while supplies remained none too plentiful. Prices were steady all along the line, at 6 3/8c. per pound, carload, for the ordinary grade and 8½c. per pound, carload, for the titanated material. Meanwhile, it was reported from South Australia that a large metallurgical plant in that country was resuming construction operations on a lithopone plant, building on which had been previously postponed.

Red, Indian — The newly-established higher listings were firm during the week following recent 1½c. per-pound increases. Buying interest was active, while supplies, though available in good quantity, were still said to be insufficient to cope with current requirements.

Red, Synthetic Iron Oxide—Quotations were firm in the wake of recent 1c. per-pound increases. Calls continued heavy, while stocks, though available in good quantity, were said to be insufficient to meet current requirements.

Red, Venetian — Unchanged conditions prevailed in this section during the period under review following increases of 2½c. to 2¾c. per pound. Supply and demand were at former levels.

Titanium Dioxide — Buying interest, which has been extremely heavy for some time, was unabated during the week. The supply situation, meanwhile, showed no improvement, and none was expected until, at least, the fall. Meanwhile, production continued to lag seriously behind demand. Price-wise, the market was constant.

Yellow, French Iron Oxide—Following the recent ½c. per-pound advance, this section was steady during the week. Stocks were ample and business generally was described as moderate.

Yellow, Synthetic Iron Oxide—The ¾c. per pound increase, effected during the previous week, was absorbed during the period under review, the price structure stabilizing at the newly-established higher levels. Supplies were good. Demand was fair.

Zinc Pigments—The Bureau of Mines reported that zinc oxide production in January was 3 percent below the December rate of output, but was 4 percent above the monthly average for 1947. Production of zinc dust declined 5 percent during the month. Total smelter output of slab zinc, including the daily rate of production, remained virtually unchanged from that of December, 1947. Stocks of zinc oxide at producers' plants at the close of January continued to increase, whereas inventories of zinc dust declined for the fourth straight month.

Fillers and Extenders

Calcium Carbonate—Arrivals last week aggregated 500 tons of whiting from London. The market was without appreciable change during the period under review.

Fuller's Earth—According to the reports of producers to the Bureau of Mines, production of fuller's earth in the United States in 1947 totaled 329,068 short tons valued at $4,660,614, a 10-percent increase in quantity over 1946. The 1947 figure was only 2 percent less than the 335,644 tons produced during the record year, 1950. The increase in fuller's earth output in 1947 was due largely to recent new uses for the material, namely, absorbent uses for oily floors, and insecticides.

Kyanite—Imported during the week were 320,768 pounds of kyanite from Calcutta.

Mica—Arrivals last week totaled 1,647

Paint, Varnish, Lacquer Sales: March

The value of paint, varnish, lacquer and fillers in March, 1948, as reported by 680 establishments to the Bureau of Census, was $91,688,487. Details of sales reported by these establishments with comparative data for 1947 and 1946, follow:—

	Total sales reported by 680 establishments.	Classified sales reported by 580 establishments—Trade-sales of paint, varnish, and lacquer.	Industrial sales—Total.	Industrial sales—Paint and varnish.	Industrial sales—Lacquer.	Unclassified sales reported by 100 establishments.
1948—March	$91,688,487	$47,020,369	$35,504,468	$26,736,428	$8,628,040	$9,284,650
Total,* 3 months	258,635,752	135,170,933	97,206,869	73,031,644	24,255,225	26,197,950
1947—March*	91,134,275	49,439,848	32,370,130	24,592,542	7,777,588	10,094,297
Total,* 3 months	256,493,567	134,037,823	97,186,089	74,700,218	23,040,170	27,645,356
1946—March	68,697,459	37,359,412	20,940,226	15,728,045	5,214,281	6,417,721
Total, 3 months	175,845,511	99,048,453	58,561,234	43,793,850	14,778,384	18,232,824

* Revised.

For Late Market Developments, See Page 4

• STEARATES •

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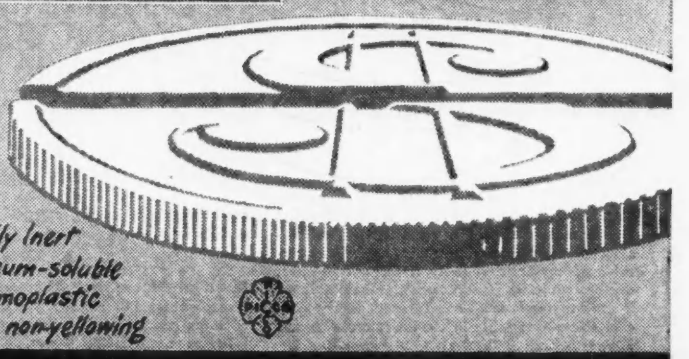

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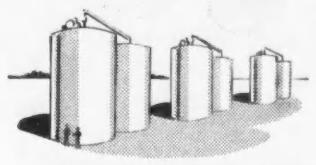

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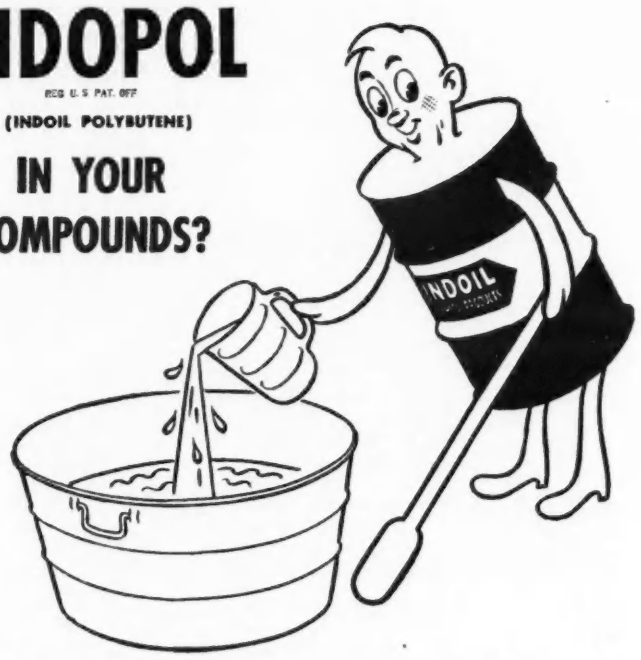

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Seven grades are available ranging in molecular weight from 330 to 940. The Saybolt viscosity of these grades (S. U. seconds at 210° F.) are L-10 (41 sec.), L-50 (68 sec.), L-100 (94 sec.), H-35 (377 sec.), H-50 (540 sec.), H-100 (942 sec.), H-300 (3,200 sec.).

INDOIL CHEMICAL PRODUCTS
STANDARD OIL COMPANY (INDIANA)
Chemical Products Department
910 South Michigan Avenue Chicago 80, Illinois

Lacquer Sales: Jan.-Mar.

Sales of lacquer for the first quarter of 1948, as compared to the first and fourth quarters of 1947 from reports received by the Bureau of Census from 158 manufacturers (approximately 84 percent of the industry), were as follows:—

	1948 First quarter	1947 Fourth quarter	1947 First quarter
Total—			
Gallons	17,251,286	17,256,020	18,142,864
Value	$30,362,052	$29,065,039	$31,446,210
Clear lacquers—			
Gallons	4,552,231	4,502,142	4,469,700
Value	$8,200,484	$8,407,306	$8,075,894
Pigmented lacquers—			
Gallons	4,823,462	4,459,736	5,152,161
Value	$13,416,495	$12,616,125	$14,379,994
Primers and dopes—			
Gallons	994,425	749,639	1,024,253
Value	$1,491,632	$1,223,137	$1,532,010
Thinners—			
Gallons	7,181,168	7,181,503	7,556,750
Value	$7,254,041	$7,119,122	$7,468,312

cases of mica from London and Calcutta. The market was unchanged, supply demand and prices all holding at former levels. The Bureau of Mines, meanwhile, announced release of a report on wartime investigations of mica deposits in western North Carolina. The survey covers the results of investigations of Beasley No. 2 mine in Macon County, the Buchanan mine in Mitchell County, the Presnell mine in Yancy County and the Bess mine in Gaston County. Copies of Report of Investigation 4241, "North Carolina Mica Spots, Mitchell, Macon, Gaston, and Yancy Counties," may be obtained free from the Bureau of Mines, Publications Distribution Section, 4800 Forbes Street, Pittsburgh 13, Pa.

Synthetic Resins

Cellulose Acetate — The Bureau of Census reported that shipments and consumption of this material and mixed ester plastics totaled 5,313,837 pounds in March, compared with 5,054,580 pounds in February. Bulk of these totals were comprised of molding and extrusion materials, with 3,960,291 pounds in March and 3,733,443 in February. Other cellulose plastics, exclusive of data for protective coating resins, amounted to 768,754 pounds in March, opposed to 651,637 pounds in February.

Nitrocellulose — Shipments and consumption in March, according to the Bureau of Census, totaled 999,170 pounds, made up of 736,448 pounds of sheets and 262,722 pounds of rods and tubes. This compares with the February total of 829,881 pounds, comprised of 658,059 pounds of sheets and 271,822 pounds of rods and tubes.

Phenolic Resins—March shipments and consumption of these and other tar acid resins, as reported by the Bureau of Census, aggregated 30,593,901 pounds, compared with 26,700,550 pounds in February. Molding materials in March totaled 19,715,665 pounds, as against 17,370,124 pounds in February.

Polystyrene—The Bureau of Census reported that March shipments and consumption of this material, exclusive of data for protective coating resins, aggregated 12,717,696 pounds, compared with 8,382,160 pounds during February.

Urea and Melamine Resins—Shipments and consumption of these materials during March, according to the Bureau of Census, totaled 7,116,416 pounds, compared with 6,772,123 pounds during the preceding month. Adhesives formed the bulk of these figures, with 5,200,142 pounds in March and 4,183,184 pounds in February.

Vinyl Resins—Shipments and consumption in March, as reported by the Bureau of Census, were registered at 19,037,349 pounds, as opposed to 17,634,264 pounds during the preceding month. Sheeting and film, including safetyglass sheeting, provided the bulk of these totals, with 7,537,151 pounds in March and 5,980,191 pounds in February.

Natural Resins

Continued buying inactivity held trading at a virtual standstill during the week. Quotations remained firm, both in New York and in foreign markets, but interest was definitely lacking. Protective coatings' makers were in the forefront of the resistance, and their reluctance to buy was attributed to the comparably slow movement of their products. Meanwhile, stocks approximated levels of former weeks. Arrivals last week totaled 350 bags of dammar gum from Singapore.

Miscellaneous Materials

Casein—Reluctance of buyers both in Argentine and New York casein centers to participate in the market forced both the domestic and imported products down. Despite the lack of domestic production and the scarcity of current stocks, prices of domestic casein declined 2c. per pound to a range of 31c. to 33c. per pound. The imported material, at the same time, dropped ¼c. to 1¼c. per pound to a range of 27¾c. to 30¾c. per pound. Most quotations were reported around 28c. to 28½c. per pound, but at least one importer stated that he would entertain business at 27¾c. per pound. Meanwhile, Argentine production was said to have come to a virtual standstill. Estimates of unsold stocks in the Argentine were reported to range upwards of 9,000 tons. Imported stocks in this country, meanwhile, were believed to be large.

Glue — Conditions continued extremely tight for both bone and hide grades. Demand was intense, and producers, faced with continuing strike conditions, were at a loss as to how to keep pace with current requirements of buyers. Imported last week were 504 cases of bones from Venice, 2 lots of bones from Havana and 299 rolls, 9 bales and 100 bags of gluestock from Barranquilla and Buenos Aires.

Graphite—Arrivals last week aggregated 1,750 bags of graphite from Leise Maersk and Colombo. In the market, conditions continued on a par with levels of former weeks.

Gypsum — Imported during the week were 2,527 tons of gypsum from Walton and 367 bags of the same material from Manchester. No change was evident in the market during the period under review.

Lecithin — Quotations on this material were firm during the week. Following are current market prices:—Bleached, carload, works, 22c. per pound; bleached, l.c.l., works, 24c. to 29c. per pound; unbleached, carload, works, 20c. per pound, and unbleached, l.c.l., works, 22c. to 27c. per pound.

Shellac — Both the Calcutta and New York markets continued strong during the week. Quotations, however, remained firm for orange lacs. Some weakness was noted in bleached grades, with a resultant decline of 1c. per pound all along the line. Demand was said to be spotty in New York and stocks were largely unchanged. Following are current bleached shellac quotations:—Bonedry, bags, 1,500-pound lots, 64½c. per pound; bonedry, barrels, 1,500-pound lots, 65c. per pound; bleached, kegs, 1,500-pound lots, 67c. per pound; refined, bags, 1,500-pound lots, 74½c. per pound; refined, barrels, 1,500-pound lots, 75c. per pound, and refined, kegs, 1,500-pound lots, 77c. per pound. Arrivals last week totaled 100 bags of buttonlac, 2,489 bags of seedlac and 3,982 bags of shellac from Bangkok and Calcutta. Meanwhile, reports received last week indicate that the sticklac market in Siam has been very active recently and supplies have arrived regularly from producing areas in the North. The trade has urged that the export of this material be prohibited so that prices will drop and the industry will be in more competitive posi-

Water Paint Sales: March

(Formerly Plastic Coldwater Paint Sales)

Sales of resin emulsion paints, plastic-texture paints, coldwater paints and calcimines for March, 1948, as published by the Bureau of Census, are based on reports submitted by 47 manufacturers, of whom nine reported data for resin emulsion paints exclusively. Nine of the remaining 38 manufacturers also reported sales for this product, bringing the total number to 18 for resin emulsion paints. The data for plastic-texture paints, coldwater paints and calcimines are based on reports received from 38 identical manufacturers who accounted for approximately 87 percent of the total value of these materials. The March statistics as compared with those of the corresponding month in 1947, follow:—

Plastic-Texture Water Paints

	Pounds	Value
*Total	3,189,485	$270,993

* Includes paste and dry powder plastic-texture water paints which cannot be shown separately without disclosing the operations of the individual companies.

Resin Emulsion Paints

	Gallons	Value
Interior	1,695,712	$2,062,792
Exterior	22,419	59,253

Coldwater Paints

	Pounds	Value
Exterior, lime or cement-bound	3,019,455	$252,002
casein-bound	472,690	33,231
Interior, casein-bound, paste or semi-paste	*221,874	335,580
dry-powder form	856,556	82,654
glue-bound	180,650	9,428

Calcimines

	Pounds	Value
Hotwater	990,875	$54,092
Coldwater	712,983	43,352

Sales of these products for March, as compared with those for the corresponding month in 1947, were as follows:—

		March 1948	March 1947
Plastic paints	lbs.	3,189,485	3,698,182
	value.	$270,993	$292,238
Resin emulsion paints	gals.	1,068,131	1,215,453
	value.	$2,121,045	$2,504,921
Coldwater paints	value.	$712,895	$769,829
Calcimines	lbs.	1,703,858	1,853,540
	value.	$97,354	$101,879

* Gallons.

tion in the export market. Shellac manufacturers are trying to form an association with a view toward increasing output and improving the quality of the product.

Naval Stores

Dipentene—One maker of the destructively-distilled grade last week announced 3c. per-gallon reductions for all quantities. Other producers held at former quotations. Following are current market prices:—South, 35c. to 53c. per gallon; destructively-distilled, l.c.l. works South, 36c. to 55c. per gallon, and destructively-distilled, New York warehouse, 50c. per gallon.

Pine Oil—Destructively-distilled pine oil was dropped 5c. per gallon by one maker last week. Following are current Destructively-distilled, carload, works market quotations: — Destructively-distilled, carload, works South, 60c. to 69c. per gallon; destructively-distilled, l.c.l., works South, 61c. to 70c. per gallon, and destructively-distilled, New York warehouse, 70c. per gallon.

The records of the gum naval stores markets over the week ended May 21 were as follows:—

Gum Rosin

	Price per 100 lbs.						
	Savannah Exchange (Low of range)					c.l., f.o.b. N.Y.	l.c.l., ex whse.
	Mon.	Tues.	Wed.	Thurs	Fri.	Friday	
B	$6.50	$6.50	$6.50	$6.50	$6.50	$7.85	$8.60
D	6.76	6.76	6.76	6.76	6.76	7.85	8.60
E	6.76	6.76	6.76	6.76	6.76	7.85	8.60
F	6.76	6.76	6.80	6.80	6.80	7.85	8.60
G	6.76	6.76	6.80	6.80	6.80	7.95	8.70
H	6.76	6.76	6.80	6.80	6.80	7.95	8.70
I	6.86	6.76	6.80	6.80	6.80	7.95	8.70
K	6.86	6.76	6.80	6.80	6.80	7.95	8.70
M	6.86	6.76	6.80	6.80	6.90	7.95	8.70
N	6.90	6.76	6.80	6.80	6.90	8.05	8.80
WG	6.92	6.76	6.85	6.90	6.90	8.15	8.90
WW	6.95	6.85	6.85	7.00	7.00	8.25	9.00
X	6.95	6.85	6.85	7.00	7.00	8.25	9.00
	Drums						
Sales	133	500	200	200	100		
Receipts	50	1,379	507	828	*		
Shipm'ts	...	85	...	3,814	*		
Stocks	8,277	9,571	10,138	7,122	*		

Gum Turpentine

	Savannah Exchange (Bulk)					New York (ret. dms.) f.o.b. N.Y. ex whse. (7 lbs.)	l.c.l. (7 lbs.)
	Mon.	Tues.	Wed.	Thurs	Fri.	Friday	
Per gal.	.59½	.59½	.58¾	.58¼	.57¼	.64	.74
Sales, bbls.	...	...	...	...	...		
Receipts, bbls.	...	75	86	139	*		
Shipments, bbls.	110	...	155	206	*		
Stocks, bbls.	4,877	4,952	4,883	4,816	*		

* Not reported.

Paisley Products Names Schuller Technical Head

Paisley Products, Inc., adhesives manufacturer, Chicago, has appointed Sam Schuller technical director of its combined operations. Mr. Schuller was formerly chief chemist at the firm's Chicago laboratories, and in his new capacity will have charge of the eastern laboratories and responsibility for integrating their work with that of the Chicago research and development department.

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CHEMICAL PRODUCTS DEPARTMENT
Bartlesville, Oklahoma

Rubber Making Technique Told in E.F. Smith Lecture

New methods of improving the quality of synthetic rubber were described by Prof. Carl S. Marvel, of the University of Illinois, in the Edgar Fahs Smith Memorial Lecture sponsored jointly by the University of Pennsylvania and the Philadelphia section of the American Chemical Society.

A method of emulsifying butadiene and styrene with a soap before polymerization, which makes it possible to manufacture GR-S at freezing or sub-freezing temperatures was described by the speaker. The catalyst used in the process is a type of sugar, according to Prof. Marvel, who asserted that the quality of synthetic rubbers seems to go up as the temperature goes down.

Golden Gate Paint Group Hears Pigments Discussed

The Golden Gate Paint and Varnish Production Club, San Francisco, Calif., was addressed by Roy E. Troutman, E. I. du Pont de Nemours & Co., at its recent meeting in that city. In the course of discussing the pigmentation of durable colored exterior enamels, Mr. Troutman brought up the improvements which have recently been achieved in improving color stability in some of the older colors and presented optimum pigment concentrations and ratios for some of the newer copper phthalocyanine blues and greens.

N. Y. Paint Technicians Plan Outing June 12

The New York Paint and Varnish Production Club will hold its annual June outing at the Jumping Brook Golf and Country Club, Neptune, N. J., on June 12. In addition to the golf tournament, there will be a softball game, a tennis tournament, a table tennis competition and a horseshoe tourney.

Phila. Paint Technicians Discuss Technical Problems

The Philadelphia Paint and Varnish Production Club reviewed and discussed the problems that confront its technical committee at its recent meeting in the Engineers Club. Discussions on solvents, pigments, dispersion, interior standards and impermeability were led by various members of the committee.

Paraffine Companies Paint Div. Headed by Perrine

The Paraffine Companies, San Francisco, has appointed L. F. Perrine to the newly created post of manager of the paint division. The new position was created by the company as part of its current expansion of paint manufacturing facilities and program.

Du Pont Cuts Short Nylon Paint Brush Bristles Price

E. I. du Pont de Nemours & Co. has reduced the price of tapered nylon paint brush brustles in lengths of three-and-a-half inches and under by $1.50 per pound. The new price of $3.50 per pound applies to bristles in lengths of three, three-and-a-quarter, and three-and-a-half inches, and in taper ratios of .012 to .009 and .009 to .005 inches. At the same time, the company announced the marketing for the first time of nylon bristles in lengths of two-and-a-half and two-and-three-quarter inches in the same taper ratios.

Louisville Paint Technicians Hear Talk on Vinyl Polymers

The Louisville Paint and Varnish Production Club, Louisville, Ky., was addressed by C. W. Patton, of the Bakelite Corporation, at a recent meeting at the Seelbach hotel. Mr. Patton discussed vinyl polymers in surface coatings, explaining the uses and properties of the various types of polymers. The organization voted to hold its annual outing on September 24.

Sun Chemical Names Lawrence To New Pacific Coast Post

Sun Chemical Corporation has appointed Walter W. Lawrence assistant manager of the Los Angeles branch of the Pacific Coast division of the General Printing Ink Company. Mr. Lawrence, who joined the company in 1933, was Los Angeles branch manager of the Fuchs & Lang division prior to the establishment of the Pacific Coast division.

Silicone News

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DC Antifoam A in concentrations of 70 parts per million prevents foaming of rosin soap solutions.

DC Antifoam A is now being used to kill foams during the processing of materials ranging from adhesives and asphalts to varnishes and yeasts. There has probably never been a foam inhibitor effective in such small concentrations in such a wide variety of aqueous systems. Here's a partial list of present applications for this Silicone Defoamer introduced by Dow Corning:

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Food Processing: Beet Sugar, common Chewing Gum, Flavors, Molasses Bottling, Peach Canning, Skim Milk, Soft Drinks, Tallow, Whiskey and Wine, Yeast.
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FIRST IN SILICONES

Oils, Fats and Waxes

Prices of oils and fats continued to move upward last week, advancing the price index 10.8 points to 228.9 against 202.2 for the same time last year. The leader in the upward movement was cottonseed oil and both crude and refined grades registered new highs for the season. This was reflected in other edible oils and corn, peanut and soybean oils also were appreciably higher. The cause of the sharp gains in crude cottonseed oil was the spectacular advance in bleachable cottonseed oil futures which registered new highs for the season, due chiefly to urgent short covering which found limited offerings. Reaction set in late in the week and cottonseed oil futures practically lost the earlier gains. This resulted in the withdrawal of buying interest for all edible oils. Crude cottonseed oil was advanced 1c. per pound. Corn and peanut oils were unchanged. Soybean oil reacted, and declined to previous levels. Coconut oil was higher, with copra and competing oils and was increased 1c.

Tallow and grease continued firm, despite the moderate volume of business. Offerings of tallow were scanty and small users and exporters had to pay premiums for fair sized lots. This market also was strengthened by export allocations of 7,900,000 pounds — approximately 130 tankcars of inedible tallow for commercial procurement to European countries.

Tung oil remained firm and moderate trading took place at the recent advance. Offerings of May and June deliveries were limited, with futures offered more freely. Consumers of tung oil received with considerable interest the announcement of President Truman's proclamation continuing tung oil on the free list effective May 22, by including the China agreement under the provisions of the Geneva General Agreement on Tariffs and Trade.

Cottonseed Oil

Heavy liquidation and the lack of buying interest on Thursday and Friday, caused bleachable cottonseed oil futures to decline the daily permissible limit of 400 points. Early in the period the market made spectacular advances which carried all positions into new high ground for the season under active short covering, which found only limited offerings. The squeeze in May delivery was continued in July and the latter month sold at 40.25c.. Prices for crude cottonseed oil were out of line with competing oils. trading took place up to 40c. per pound, tankcars, f.o.b. mills, Valley for May delivery which was a new high for the past two seasons. July delivery sold at 37½c. in the Valley. Early in the week trading was reported at 38c. f.o.b. Texas mills, for May and June shipment. As a result of the break there was a noticeable withdrawal of buying interest in all oils. and May sold at 36c. on Friday.

Reports in the trade that Brazilian cottonseed oil was available for shipment to the United States below current quotations were denied by government officials who stated that cottonseed oil was under allocation by IEFC, and that no Brazilian oil was authorized for shipment to the United States.

Memphis—Crude cottonseed oil almost exhausted and entirely nominal at 37c., tankcars, Valley, following recent high of 40c. Crude soybean oil also nominal at 26c., same basis. Cottonseed meal, 41 percent, $82 per ton, sacked. Cottonseed hulls, $14 per ton, bulk, $20 sacked mills, this section. Cotton crop making favorable progress. Acreage increased about 15 percent throughout this section.

Prices of refined bleachable prime summer yellow cottonseed oil in tankcars on the N. Y. Produce Exchange for the week ended May 21 follow:—

	Sales	High	Low	Close
		Cents per pound		
July	211	40.25	35.00	36.25A
September	243	32.00	27.10	28.00S
October	81	29.00	24.10	24.30S
December	56	27.50	23.75	23.10@23.35
January	..	....	....	23.00N
March	..	....	....	24.00N
May	..	....	....	25.00N

Total sales—601 tankcars.

Crude oil was sold at 36c. per pound, tankcars, f.o.b. mills, prompt shipment, at the close of the week from the high of 40c. earlier.

Linseed Oil

New business in linseed oil lacked improvement last week and was restricted to moderate quantities for actual needs. Prices were without change and generally steady, though it was reported that recent sales of sizable quantities took place at 2 points below asking prices. Raw oil was quoted at 27.80c. per pound, tankcars and at 29c. drums, carlots, zone 3 for May-July delivery. Seed market remained steady and increased trading was reported at unchanged quotations. Tung oil was firmer with trading fairly active for prompt delivery at 24¾c. per pound, tankcars, New York basis. Offerings for prompt positions were not liberal. Other drying oils were inactive and unchanged.

Linseed oil imports totaled 1,847,000 pounds during the first quarter of 1948, compared with 28,845,000 pounds for the same period last year.

Minneapolis—Demand for oil suffered a little slump at midweek but interest again picked up as the week ended and some fair sized sales were booked by local crushers. Small and medium sized buyers were well represented in the sale curve with the bulk of business for May-June shipment but a fair volume stretching over into July and August on a new crop basis. Oil price slipped a little, at least on large lots, crushers quoting 27c. per pound, in tanks, zone 1. Production continued at a high level with an ample supply of tankcars and good shipping instructions keeping oil rolling into consuming channels at a brisk rate. There was an excellent business in carlots cooperage as spring painting operations got under way over a wide area.

Shipments of linseed oil, in pounds, were as follows:—

	1947-48	1946-47
This week	7,500,000	4,380,000
Since Sept. 1	260,781,000	206,200,000

Flaxseed—Market remained steady and increased trading was reported at $6.05 per bushels, f.o.b. Midwest.

Minneapolis—Cash seed market ruled steady as crushers continued aggressive for supplies. Price held at $6.05 a bushel for spot and to arrive offerings. Crushers found a more friendly selling attitude among upper Midwest farmers

Market Trends

Prices Advanced

Coconut oil, 1c. per lb.
Copra, $10 per ton
Cottonseed oil, crude, 1c. per lb.
Oleo oil, 2c. per lb.
stearine, 1½c. per lb.
Ouricury wax, 2c. per lb.

Prices Reduced

Carnauba wax, 1c. to 2c. per lb.

Comparative Price Indexes

(100=August 1, 1914)

Last week.	Prev. week.	Last month.	Last year.
228.9	223.2	228.1	202.2

(For Current Prices see Page 9)

Cottonseed Crush Larger: April

Cottonseed received and crushed and production of cottonseed products from August 1, 1947, through April 30, 1948, as compiled by Bureau of the Census, follows:—

Cottonseed

	1947-48	1946-47
	Tons	
Receipts	32,944,155	2,980,258
Crushed	3,721,883	2,841,811
On hand April 30	321,790	256,253

Crude Oil

	1947-48	1946-47
	Pounds	
Produced	1,156,619,000	890,605,000
Shipped	1,149,107,000	887,523,000
On hand April 30	[1]58,472,000	48,039,000

Refined Oil

	1947-48	1946-47
	Pounds	
Produced	[2]1,024,431,000	804,679,000
Shipped	.....	.....
On hand April 30	[3]168,750,000	211,855,000

Cake and Meal

	1947-48	1946-47
	Tons	
Produced	1,727,062	1,272,316
Shipped	1,680,523	1,156,773
On hand April 30	[4]92,959	127,171

Hulls

	1947-48	1946-47
	Tons	
Produced	839,468	660,024
Shipped	833,192	646,080
On hand April 30	42,084	45,869

Linters

	1947-48	1946-47
	Bales	
Produced	[5]1,166,425	911,741
Shipped	1,036,827	842,595
On hand April 30	[6]149,342	103,800

[1] Includes 100 tons destroyed during 1946-47. Does not include 99,528 and 117,806 tons on hand August 1, 1947 and 1946, respectively, nor 149,711 and 66,434 tons reshipped during the seasons 1947-48 and 1946-47.

[2] Includes 14,734,000 pounds at oil mills, 32,903,000 pounds at refining and manufacturing establishments, and 10,855,000 pounds in transit.

[3] Produced from 1,102,314,000 pounds of crude oil.

[4] Includes 160,139,000 pounds at refining and manufacturing establishments and 8,611,000 pounds held elsewhere and in transit.

[5] Includes 282,671 bales first cut, 798,918 bales second cut, and 84,836 bales mill run. Average gross bale weights:—Total, 614.1; first cut, 501.0; second cut, 623.8; and mill run, 593.7 pounds.

[6] Includes 52,447 bales first cut, 86,540 bales second cut, and 10,355 bales mill run.

For Late Market Developments, See Page 4

TALLOW FATTY ACIDS GLYCERINE STEARIC ACID
STEARIC ACID RED OIL WHITE OLEINE USP
STEARIC ACID
TALLOW OLEINE
RED OIL WHITE OLEINE USP STEARIC ACID
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on an arrive basis and bookings for May-June were much improved. Termination of flaxseed planting in many districts, improved weather conditions over most of the flax area and good stands of early sown flax were all factors in creating the easier selling attitude on farms. Crop reports on flax were about as could be expected at this season of the year. The plantings in the southerly areas were coming along in good shape but cold weather was holding up development in the middle area of the belt. Cold weather and excessive moisture held up plantings in the northern section of the belt, notably in North Dakota and Montana, until midweek. Work got under way in earnest at that time, however, and farmers are working round the clock on plantings. There was a definite swing away from wheat with flax and barley being second choice of many wheat farmers who figure the season is too late for the bread grain. Crop observers and statisticians are still optimistic about the acreage outlook and most expect that the final planting will nudge the 5,000,000 acre figure.

Shipments of flaxseed in bushels were as follows:—

	Receipts		Shipments	
Bushels—	1947-48	1946-47	1947-48	1946-47
This week..	192,100	222,550	54,100	40,800
Since Sept. 1	21,296,700	10,711,200	3,710,000	4,565,400

Other Vegetable Oils

Castor, Dehydrated — Consuming demand was limited to prompt requirements. Quotations were without changes.

Coconut — Strength in competing oils and copra increased quotations for crude oil. Tankcars were nominal at 26c. to 26½c., f.o.b. Pacific coast, following sales at higher figure. Copra was stronger for shipment and was advanced to $330 to $335 per short ton, c.i.f. Pacific coast. Business was reported at $325 early in the week. Imports totaled 163,226,000 pounds to the United States during the first quarter of 1948, against 198,567,000 pounds for the same time in 1947.

Corn—Supplies were light and the market was firmer with competing oils. Offerings were scarce, which affected trading. Crude declined with cotton to 33c. nominal, per pound, tankcars, f.o.b. mills. Refined was firmer with sales reported at 41c. per pound, tankcars.

Olive — Business was reported light on the spot. Market was unchanged with Spanish oil quoted at $4.50 per gallon, duty paid, and Moroccan at $3.90 to $4. Reports from Turkey stated that the Turkish government has authorized the exportation of 5,000 tons of olive oil. Imports of edible oil amounted to 7,188,000 pounds in the first quarter of 1948, compared with 2,949,000 pounds for the same time last year. Inedible arrivals were 4,210,000 pounds against 139,000 pounds for first quarter in 1947.

Peanut — Sales were reported up to 35½c. and 36c. per pound, tankcars, f.o.b. Southeastern mills, for May and 35c. and 35½c. for June delivery, which established a new high for the season. Additional offerings were available with buying interest reduced, with the reaction in cottonseed oil, and were off and nominal at 33c.

Soybean—Improved demand and higher competing oils boosted this market 3c. per pound, but the advance was not sustained and early gains were lost. Crude oil was reported sold at 28c. per pound, tankcars, Decatur, for May, and closed nominal at 27. Refined oil sales were noted at 33c. per pound, tankcars. Previous allocations of 3,300,000 pounds of soybean oil to the Netherlands were cancelled and an equal quantity of inedible tallow was substituted for commercial procurement, it was announced by the Department of Agriculture.

Prices of refined bleachable soybean oil, in tankcars, on the N. Y. Produce Exchange for the week ended May 21 follow:—

	Sales	Cents per pound— High	Low	Close
July	..	....	....	30.50A
September	..	....	....	28.50A
October	..	....	....	26.50A
December	..	....	....	24.50A
January	..	....	....	24.50A
March	..	....	....	24.50A
May	..	....a	....	24.50A

a Sales—None.

Tung—This market was firmer under increased consuming demand and prices were raised from ¼c. to ½c. per pound, according to seller. Sales were transacted at 24¾c. per pound, tankcars New York for prompt and forward delivery. Offerings were limited and some sellers were holding at 25c. for prompt positions. Drums carlots were quoted 26¼c. per pound, carlots and at 26½c. to 26¾c. for lesser quantities. President Truman issued a proclamation effective May 22, placing China under the provisions of the Geneva General Agreement on Tariffs and Trade covering tung oil which will remain on the free list. The excise tax on perilla oil was reduced from 4½c. to 3c. per pound. Department of Agriculture purchased 5 tankcars of domestic oil at 25c. per pound, tankcars, f.o.b. mills, last week. Imports of tung oil totaled 46,342,000 pounds during the first quarter of 1948, compared with 46,578,000 pounds for the same period of 1947. United States imports from China in 1947 were approximately 60,000 tons, against reported shipments of 73,000 tons.

Fats and Greases

Greases—Trading was reported light and spotty and at premiums for moderate quantities. Market was firm with tallow and offerings were scarce and closely held. Prices were nominal and covered a wide range, depending upon seller and quantity.

Lard—This market remained on a steady basis, with hogs and competing oils. Prices scored moderate gains but reacted lower with the decline in cottonseed oil late in the week. Stocks of lard and pork fat amounted to 139,497,000 pounds in the United States, May 1 compared with 129,028,000 pounds, April 1, and 127,630,000 pounds, May 1, 1947. The May 1 5-year average is 179,995,000 pounds. Chicago lard stocks on May 15, totaled 69,128,868 pounds, against 65,944,707 pounds, May 1 and 46,217,109 pounds, May 15 last year.

Tallow—Scarcity of offerings continued to keep this market in a strong position. Heavy export allocations totaling 7,900,000 pounds further stimulated the market and small users and exporters paid premiums of several cents for material. Sales of fancy were reported up to 16½c. per pound, loose for domestic use and at 18c. in drums, for export. Large soapers were out of the market and their ideas for fancy were pegged at 13c. loose. Export allocations of inedible tallow were granted for the following countries by the Department of Agriculture for the week ended May 14, 200,000 pounds to Norway, 2,200,000 pounds to Switzerland, 2,200,000 pounds to Belgium and 3,300,000 pounds to the Netherlands for commercial procurement.

Animal Oils

Degras—Demand was fairly active for prompt delivery. Prices remain unchanged and steady.

Grease Oil—Inquiry was fair, but trading was confined to small lots for actual needs. Prices were well held.

Neatsfoot Oil — Quotations continued merely nominal for all grades. Production was limited. Trading was slow.

Oleo Oil—This material was scarce and firmer. Demand was fairly active. Prices were increased to 28c. per pound, tierces.

Oleo Stearin—Quotations were advanced to 27c. per pound, tierces. Stocks were low and the market was in a firm position.

Tallow Oil — Business was inactive. Prices were steady and unchanged.

Fatty Acids

Red Oil—Strength in pressing stock brought out a good consuming demand. Prices were unchanged and firm, reflecting the higher trend of basic materials.

Stearic Acid—Business was reported of good volume, with consumers showing more interest in nearby requirements, owing to the strength in tallow and grease. Quotations were unchanged.

Cake and Meal

Cottonseed Meal — Slab Cottonseed cake 41 percent loose was bid $74.50 f.o.b. Valley mills for May, June and July shipment and offered at $75. Sacked 41 percent meal was sold at $80 f.o.b. North Mississippi mills for shipment through June. There was little activity in the Southeast and sacked 41 percent meal is unchanged at $81 to $83, depending on location.

Linseed Meal—Market continued light and spotty. Prices were unchanged and fairly steady.

Minneapolis—Demand for meal was very sluggish, price holding at $65 per ton, bulk for spot shipment and a premium of $1 asked for May-June delivery. Crushers reported very limited interest in supplies and shipping instructions slow.

Shipments of linseed meal, in pounds, were as follows:—

	1947-48	1946-47
This week	9,600,000	5,640,000
Since Sept. 1	31,200,000	17,352,000

Peanut Meal—With a good many mills operating in Alabama and Georgia, selling pressure is beginning to develop because of inactive demand. Sacked 41 percent was offered $75, 45 percent $80 f.o.b. crushing points. It was reported some mills would discount $1, perhaps $2 for round lot business. Sacked 45 percent solvent process sold at $78 f.o.b. Alabama mill, for shipment through August. Many export inquiries remain in the market but no recent trades have been reported evidently because foreign countries are yet unable to obtain U. S. dollars for oil meal purchases.

Soybean Meal—This remains strongest market due to continued general demand. Sacked 41 percent at $84. Mississippi and $83.50 Tennessee with mills in this vicinity almost cleaned out. North Carolina

crushers asked $86 to $88 basis sacked 41 percent. Decatur market was firm at $77 to $78 bulk, with sacked $5 higher.

Waxes

Beeswax—This market remained steady despite the light demand which was restricted to actual needs. Firmness of crude wax replacements served to maintain the prices for refined. Offers of crude for shipment were limited and well held at former levels.

Candelilla—Demand was limited to small lots for immediate needs. Quotations were without change.

Carnauba—Buying interest has slackened following recent trading for consumers account. Prices were easy and off 1c. to 2c. per pound on the spot. Shipments were inactive and were entirely nominal. No. 3, chalky, was quoted at 65c. to 67c. per pound, as to quantity; North country, No. 2, 71c. to 73c.; North country, No. 3 67c. to 69c. and refined, 72c. to 73c.; yellow, No. 1, $1.08 to $1.12 and No. 2, $1.06 to $1.10, same basis. Sales of carnauba abroad from Parahyba in 1947 amounted to 2,195 tons to the United States, 1,051 to Europe, and 15 tons to coastwise destinations, for a total of 3,261 tons.

Ouricury—Higher cost of replacements created a better tone and advanced crude 2c. per pound to 67c. to 69c. on the spot. Refined ranged from 72c. to 74c., as to quantity.

Rogers Joins Allied Asphalt

Allied Asphalt & Mineral Corporation, New York, has added William C. Rodgers to the technical sales staff of its wax and oil division. Mr. Rodgers was formerly associated with the Halowax division of the Bakelite Corporation for twelve years.

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Industrial Research Inst. Elects Engstrom President

E. W. Engstrom, vice-president in charge of research of the RCA Laboratories Division of the Radio Corporation of America, was elected president of the Industrial Research Institute at its tenth anniversary meeting held at the Greenbrier hotel, White Sulphur Springs, W. Va.

J. H. Schaefer, vice-president and general manager of the manufacturing department of Ethyl Corporation, was elected vice-president, and C. G. Worthington was renamed secretary and treasurer. C. F. Rassweiler, vice-president of research and development for Johns-Manville Corporation, and Alexander Stewart, director of research for National Lead Company, were elected to three-year terms on the board of directors.

NAPA Furthers Plans For New York Meeting

The chemical and allied products buyers group of the National Association of Purchasing Agents will be addressed by Robert L. Taylor, editor of "Chemical Industries" at the annual meeting of the association in New York on May 31 to June 2. Mr. Taylor will discuss the purchasing problems of the chemical industry.

The pulp and paper manufacturers buyers group will hold a round table discussion on paper mill supplies, with Dr. Harold J. Highland, International Statistical Bureau, leading the discussion. National committee forums will be held on containers, fuel oil, nonferrous metals, coal, paper, purchasing education, steel and textiles.

Trade Briefs

Winchester Paint Company has been incorporated in Winchester, Ky., by Frank L. Cawood, Edward W. Taylor, Eldon Fox and

Nuodex Products Company, Elizabeth, N. J., has appointed Edgar V. Burns copy and production assistant in its advertising department.

Petitgrain oil exported from Paraguay to the United States during the first two months of this year totaled 35,887 kilograms, valued at $211,080, compared with 19,913 kilograms, valued at $99,749, in the corresponding period of 1947.

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CRESYLIC ACID

SPOT AND FUTURE DELIVERIES

Paint Federation Unit Presents New Materials

—Continued from page 7

carbon product said to provide heat-and chemical-resistant coatings for metal when dissolved in aromatic solvent and baked. A new alkyd resin, G.E. 2499 contains 22 percent of phthalic anhydride in allyl or styrene combination.

In the federation project at the University of Minnesota, Prof. Lundberg has succeeded in making alkyds of 95 percent or higher purity, working with the methyl esters of pure fatty acids, pentaerythritol acetate, methyl acetate, and methyl phthalate, with sodium methoxide as a catalyst. These are thin, clear monomeric resins, of 100 percent solids, whose polymers are free from gel structure and possess rapid uniform drying properties. As these pure compounds cost $3.50 per gram, study of their films presents several problems.

As a replacement for dibutyl phthalate, Flexol plasticizer is offered by the Carbide & Carbon Chemicals Corporation, about eight cents per pound cheaper. The same company has other new plasticizers, Flexol TWS and R-1. A new stabilizer for chlorinated compounds, being offered by the Shell Chemical Company, is derived from epichlorhydrin. For similar use, the National Lead Company offers Dythals, which are based on the dibasic lead salt of phthalic acid. Lactoprene EV, a heat-resistant acrylic elastomer, developed by the Eastern Regional Research Laboratory, is expected to be available soon from the B. F. Goodrich Chemical Company. Cardolites, new derivatives of cashew-nut shell liquid, are offered by the Irvington Varnish & Insulator Company in various forms, from plasticizers to hard resins. Resistance to impact and saltspray is claimed.

Esters and polyesters of petamethyleneglycol are said to be excellent plasticizers with new properties which give them wide application. The glycol is produced by E. I. duPont de Nemours & Co.

Resin Components

Reactions similar to those of phthalic anhydride in the production of soft, aliphatic-soluble alkyds are attributed to alkenyl succinic acid anhydrides offered by the Solvay Process Company.

Alkyd resins, plasticizers and other products made with hydro-abietyl alcohol (Hercules Powder Company) are said to afford coatings with excellent color retention and non-yellowing of whites.

Divinylbenzine has been found quite promising as a component of copolymers.

Oils and Products

Two new modified oils with quick-drying and fast-bodying properties, high alkali resistance, and great durability are being readied by the National Lead Company as Esteroy P and Esterlin P. A wide range of good properties in setting, drying, acidity, and durability are claimed for the Archer-Daniels-Midland Company's modified oils, the Admerols, now in the final stages of development. Improved drying and filming properties through increased conjugation are said to result from the treatment of vegetable oils with tertiary butyl hypochlorite in processes developed by the Northern Regional Research Laboratory.

Two new styrenated oils, Keltrol 15 and Keltrol 60, have been added to the products of Spencer Kellogg & Sons, Inc. Special non-yellowing properties are claimed for an oil produced by General Mills, Inc., by the equal copolymerization of soybean and tung oils. This vehicle has high viscosity. Licenses for its manufacture were reported to be available without fee.

A new mineral spirit, relatively free from obnoxious odor, with a boiling range of 157°-200°C. and an anilin point of about 85.5°C., is being offered by the Socony-Vacuum Oil Company. New literature on the blending of terpine solvents with aliphatic hydrocarbons to increase solvency has been prepared by the Hercules Powder Company.

Miscellaneous Materials

Tri-Mal, the monohydrated tribasic lead salt of maleic acid, is offered by the National Lead Company as a selective absorbent of ultraviolet light and an imparter of stability under light and heat. Plumb-O-Sils are the same company's coprecipitated mixtures of lead orthosilicate and silica gel, for use in vinyl plastics. DS-207 is its dibasic lead stearate the turpentine solution of which is a temporary or preliminary protective coating for steel.

A Yucatan wax, said to have properties similar to carnauba, is reported by the Armour Research Foundation. Sorbic acid esters give rapid drying, mar- and caustic-resistant films, according to reports issued by the Bakelite Company. An effective antiskinning agent for coating vehicles is offered by the Orbis Products Corporation. Other new inhibitor of oxidation are the monobenzyl and dibenzyl esters of hydroquinone, offered by the B. F. Goodrich Chemical Company, and the monomethylether of hydroquinone supplied by the Tennessee Eastman Corporation.

VEGETABLE AND ANIMAL
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• WAXES •
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The best test of any product is continued use. Petrolite Waxes in your formulation can help you cut manufacturing costs, and produce a long-wearing, high-lustre polish.

Note the High Melting Points, Hardness and Color Advantages in these Specifications

Crown Wax	Melting Point °F.	Pen. with 100 Grams	Color N.P.A.	
500	185/190	10 Maximum	2½ Maximum	Crown Quality MICROCRYSTALLINE Waxes
1035	195/200	2 Maximum	2 to 2½	

Crown Wax	Melting Point °F.	Pen. with 100 Grams	Color N.P.A.	Acid Number	Sap. Number	
23	180/185	6 Maximum	4½ to 6	20 to 25	55 to 65	Crown Quality EMULSIFIABLE Waxes
36	180/185	8 Maximum	5½ to 8	30 to 35	85 to 95	

Petrolite Crown Quality Waxes are highly refined microcrystalline waxes, produced exclusively in the Petrolite refinery. They are 100% petroleum derivatives, not blends. Petrolite Waxes are readily compatible with vegetable waxes when blending is desirable.

Complete information, samples and prices on request.

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